The MP3 Debate ♦ CCM ♦ NEW Clubview

Mobile BEAT

September 2000
$3.95 US
$4.95 CAN

TM

www.mobilebeat.com

The DJ Magazine

DJ Shopper: 19" Dual CDPs

Evolution of the DJ

WORLD'S FIRST DJ

THOMAS EDISON INVENTED THE PHONOGRAPH IN 1877...

...WE PERFECTED IT.

PT-2400

High-Torque Direct-Drive Quartz Lock Professional Turntable

Back-lit LCD Display

3-Speed Design-33,45,78 RPM

Locking Platter Reverse Button and Pitch Bend

FROM INVENTION TO PERFECTION

gemini®

©2008 Gemini Sound Products Corp. 6 Gemini Drive Carteret, NJ 07008. Phone: 732-969-9000 Fax: 732-969-9090 Website: www.geminidj.com E-mail: sales-usa@geminidj.com
Offices: California • Florida • France • Germany • Spain • United Kingdom
Picture courtesy of the U.S. Department of the Interior, National Park Service Edison National Historic Site

The System of the Future is Here Now!

American DJ AUDIO

PRO-DJ3 system

System contents
2 x PRO-DJ3
Professional Single CD Player
1 x Q-2221/S
Professional DJ Mixer

(case sold separately)

PRO-DJ3
Professional Single Disk Player

- sampling
- seamless loop
- fader "Q" start
- edit on the fly
- true instant start
- BOP effect
- interactive jog wheel for pitch bend or frame search
- selectable pitch control (±8%, ±12%, ±16%)
- auto cue
- realtime cue
- digital output
- memory Recall, cue points or sampled loops (total of 40)

Q-2221
Professional Mixer

- 2 phono, 2 line, 2 auxiliaries & 1 mic input
- fader "Q" start with on/off switch
  (american dj cd players with fader "Q" start
- hamster switch
- 100% cut buttons (treble, mid & bass per channel)
- changeable transformer phono/line switch to up/down or left/right
- separate gain control per channel
- bass & treble on microphone
- fader curve switch
- equipped with high quality, replaceable Alps Feather Fader™ (FF-4) crossfader

Contact us today for information on the latest American DJ Audio and Lighting products!

800.322.6337

e-mail: info@americandj.com

Distributed in Canada by
Sounds Distribution
Telephone:416 299 0665
E-mail sales@soundsdist.com

Specifications subject to change.
©American DJ® Los Angeles CA 90058 U.S.A.

Table of Contents...

Mobile BEAT
The DJ Magazine

Cover Story pg52
The Evolution of the DJ
You've come a long w

Making Headlines pg69
A "How to" guide for creating a company newsletter.

DJ Shopper pg36
19" Rackmountable CDPs
Tracking the innovator

NSCA Show pg50
Technology marches on

Club View pg40
Takes a look inside super-club
"The Outer Limit"

August / September 2000 #6

TOV Pro☆Lighting

CALL TOLL FREE!!
(800) 833-9690

168 14th Street, Brooklyn, NY 11215 • (718)499-8075 • Fax (718)499-8057
Visit Us on the Web @ www.tovlighting.com Email: sales@tovlighting.com

MEGA SCAN

$324.95

This DMX scanner features 3 channels, 16 colors/gobo, 5 fps strobe, dichroic reflector, DMX focus and terminator, multi-function dipswitch setting, *Sound Activated*, master/slave capabilities, Manual focus. Unit is DMX 512 and can also operate alone to the sound of the beat. Can be used with any DMX controller. Fan Cooled. Uses 1 EVC 24V 250W bulb. 19.5lbs

Like no Other!!

WILD SPINNER

$299.95

This DMX barrel mirror effect features 2 channels, 16 colors/gobo, 360° bi-directional movement, dichroic reflector, DMX focus and terminator, multi-function dipswitch setting, *Sound Activated*, master/slave capabilities, Manual focus. Unit is DMX 512 and can also operate alone to the sound of the beat. Can be used with any DMX controller. Fan Cooled. Uses 1 ELC 24V 250W bulb. 19.5lbs

Aluminum Cases

45 case

$84.95

This heavy duty Aluminum 45 case holds up to 150 45s, Great for mobile DJs. Made in the USA, Available in three colors. Red, Blue & Black.

TURNTABLE CASES

$84.95

This heavy duty turntable case is great for mobile DJs. Made in the USA.

Also available DJ Duffle which holds 2 turntables and a 19" mixer.

CD case

$84.95

This heavy duty Aluminum CD case holds up to 100 CDs, Great for mobile DJs. Made in the USA, Available in three colors. Red, Blue & Black.

LP case

$84.95

This heavy duty record case holds up to 100 LPs, Great for mobile DJs. Made in the USA

Also available 300 LP case.....$104.95

TRIPLE DERBY

Sprays out 60 multicolored beams that dance to the beat of the music. 3x 120V, 300W EHM halogen lamps included. Fan cooled. Sound Activated, sensitivity controlled. 15"x 17"x 11", 21lbs.

$129.95

LINEDANCER

This highly stylish light uses 48 fan shaped colored beams to create a criss cross unusual effect that moves to the beat of the music. Uses three 120V, 300W EHM bulbs. Fan Cooled. Sound activated. 17" x 11" x 11", 13.5 lbs.

$114.95

750watts MULTI DAZZLER

Perfect centerpiece for clubs and mobile DJs. It features 4 rotating multicolored balls that shoot 75 beams. 1 porcupine clear ball that shoots out an additional 25 clear beams. 360° Rotation. Uses 5 FCS bulbs 24V 150W 22"x22"x 15", 29lbs. Bulbs included.

$259.95

QUESTSTAR

A stunning effect that utilizes 15 lenses and reflectors to create 30 multicolor flower patterns that dance to the beat of the music. Fan cooled. Includes two 120 volt, 300 watt 64514 lamps and a mounting bracket. 16" x 16" x 16", 14 lbs.

$119.95

MAGIC SPHERE

Sprays out 100's of beams that dance to the beat of the music. Rotating clockwise & counter-clockwise. One 120V, 300W 64514 halogen lamps included. 17.5"x 16"x 11", 28lbs.

$114.95

PORCUPINE

Two spinning and rotating porcupine" balls create tons of eye catching multicolored beams of light which circle around the room. Uses 2 FCS 150W bulbs (included). Weighs only 16 Lbs.

$119.95

All Prices in this ad are good until 8/15/00

Equipment

It's Hot pg20

Tricks of the Trade pg45

Business

Making Headlines pg68

Odyssey Cases Presents DJ Allstars pg59

Music

Music News pg96

DMA Charts pg105

PSWCDT pg84

Karaoke

Controlling your singing rotation pg102

Etcetera

Feedback pg10

Juice pg14

DJ Waldo pg18

Mobile BEAT

The DJ Magazine

August/September 2000 / Issue #61

Publisher
LA Communications Inc.

Editor-In-Chief
Robert A. Lindquist

Editorial / Production Coordinator
Christine Wagenblass

New Products Editor
Dan Walsh

Graphics / Layout
Andrew Schmitz

Advertising Sales Manager
Art Bradlee

Circulation Manager
Maria Jebson

Contributing writers for this issue

Anthony Barthel • Curtis Cross
Mike Ficher • Reid Goldsborough
Dave Kreiner • Mark Johnson
Jay Maxwell • Dan McKay
Fred Sebastian • Greg Tutwiler
Thomas Edison

Mobile Beat DJ Show and Conferences
Producer *Michael Buonaccorso*

How to reach Mobile Beat Magazine

For subscriptions, change of address or back issues, you can contact us by mail at:
P.O. Box 309, East Rochester, N.Y. 14445
Shipping Address:
1 Mobile Beat Tower, 1782 Penfield Rd, Penfield, NY 14526
tel: (716) 385-9920 • fax: (716) 385-3637
or via the Internet:
e-mail: mobilebeat@aol.com
The Web: http://www.mobilebeat.com

Back issues of Mobile Beat Magazine are available (subject to availability) at $5 (In Canada: $6/US funds).

Mobile Beat Magazine (ISSN 1058-0212) is published seven times per year by LA Communications Inc., P.O. Box 309, East Rochester, N.Y. 14445. Ground shipments to: 1782 Penfield Road, Penfield, N.Y. 14526. Periodical postage paid at East Rochester, N.Y. and additional mailing locations.

Subscription rates - U.S. and possessions: $23 for one year, $40 for two years or $55 for three years. Canada: $33 for one year, $50 for two years and $75 for three years. All other countries: $60 per year. Subscriptions outside the U.S. must be paid in U.S. currency.

Postmaster - Send address changes to Mobile Beat Magazine, P.O. Box 309, East Rochester, N.Y. 14445.

Copyright © 2000 by LA Communications Inc. All rights reserved. Reproduction of copy, photography, or artwork prohibited without permission of the publisher. All advertising material subject to publisher's approval.

TASCAM's DJ mix champion

Scratch mixing, braking and beat matching are all uniquely possible with the TASCAM CD-302 on CD – with the full, authentic sound of vinyl.

With the CD-302, DJ mixing with digital sound finally goes head to head with the best vinyl decks. But don't just take our word for it, check out what the DJs opposite said about the sound and feel of scratching on the CD-302, at the DJ Expo in Atlantic City.

But the CD-302 doesn't stop there. With typical TASCAM genius it has some other very cute tricks under the hood. You can mix and match BPMs the traditional way, like on any top vinyl deck, with full size 100 mm + / - 32% pitch sliders – or hit a button and the machine will do it for you. And if you like, it will listen in on the tracks and match the beats as well! A 10 second sample function on each deck can be spun into the mix, even when the sampled CD is removed, and there's a seamless "loop" capability and a 10 second shock and knock proof memory to prevent "jumping", while the instant start function allows the frame accurate cuing-up of tracks from the jog wheel controls.

The TASCAM CD-302 was introduced at the DJ Expo in Atlantic City, New Jersey on Aug. 24, 1999, where it was the hit product of the show.

Derrick Perkins; Orlando, Florida
"It's the new front runner in CD DJ'ing. Closest thing to analog feel and sound when it comes to scratching. Great sample and loop functions."

Joey Jam; New York, New York
"I love the scratch feature on the cd player. A lot of people have tried it, this is the first one I've seen do it."

Scotty O'Brien; St. Louis, Missouri
"I'm completely amazed! The scratch feature is amazing. Others have tried it before but nobody else has been able to accomplish this until now. Oh Amazing!! Finally a company has thought about what DJ's need. This brings back the old school of DJing... Digitally !!!"

DJ DUAL CD DECKS CD-302

The CD-302 takes DJ mixing with CDs to a new level of skill and possibility. TASCAM's first ever DJ product represents the highest standards of quality and construction – and exceptional value.

TASCAM

a whole world of recording

TEAC America, Inc., 7733 Telegraph Road, Montebello, CA 90640
323-726-0303 web: www.tascam.com faxback: 800-827-2268

Increase Your Profits

with professional brochures and postcards for DJs.

Increase Your Bookings For:

- Weddings
- School Dances
- Corporate Parties
- Bar/Bat Mitzvahs

BREAKTHROUGH MARKETING

To Request FREE SAMPLES:

Toll Free: 1-800-810-4152
Phone: 515-276-9266
Fax: 515-276-4267
E-mail: info@bmi-info.com

Visit our website to view our entire product line now! **www.breakthroughbrochures.com**

PLANET KARAOKE
28441 S. Tamiami Trail, #210, Bonita Springs, FL 34134 • tel: (800) 972-2736 / (941) 498-9080 • fax: (941) 498-9292
Pro DJ Products
Pioneer, Denon, Crown
Stanton, BST
Gemini, KAM
The Greatest Gear on the Planet and Beyond
Unparalleled Service • No Gimmicks • Same Day Shipping • Everything In Stock • 20 Years Experience
Sound & Lighting
Martin, Yorkville, Audix
DOD, Stewart,
Crown, RCF,
ETA VEI
web site: www.planetkaraoke.com
e-mail: jimd@planetkaraoke.com

TRACKONE

Packin' for Cleveland!

Here in the Northeast, we have two seasons... winter and construction! Or how about, here in the Northeast, summer comes July 10th and lasts all day! Alright, maybe those are two of the oldest jokes on record, but the fact remains, summer is short and you have to make the most of it. That means, along with a full schedule of weddings and summer events, you need to make time for traditional summer activities like swimming, golf, baseball, and the Summer Mobile Beat Show and Conference.

By popular demand, this year's show returns to Drew Carey's hometown of Cleveland, and with good reason. It's easy to get to, offers first class facilities for discerning MB show attendees, and it's one heck of a party town... just check out "The Flats" and the warehouse district. This year's headliner for the conference is Mark Ferrell and his personal crusade to see that you get every dollar you deserve every time you play! In the exhibit hall, you'll get a hands-on opportunity to check out the latest in DJ gear and coolest new ways to take every performance to a higher level.

Before the show and after hours, they'll be plenty to do. Special events this year include a charity golf tournament, a free concert at the Rock N' Roll Hall of Fame, a huge VIP party at the flats sponsored by American DJ, Kleveland Karaoke presented by ProSing, the return of the DJ All Stars and much, much more. It all gets underway with the charity golf tournament on Sunday, June 25. Seminars start Monday, the exhibit hall opens Tuesday and there's something going on every night. Don't delay! Register now and make the Mobile Beat Show and Conference the highlight of your summer! See you there! (For more on the show including how to register, see pages 82-83)

Alone, the SRM450 Active SR speaker kicks serious butt. With our new SRS1500 Active Subwoofer, it violates strategic arms limitation treaties.

Our SRM450 has re-defined compact active speaker sound quality. Now the first 2-way system accurate enough to be called a monitor is joined by the bone-shaking SRS1500 Active Subwoofer.

Thanks to 600 watts of internal amplification, electronic equalization and weapons-grade 15" LF transducer, it has the most low bass output of any "small" SR subwoofer. You get tight, baseball-bat-to-the-gut response down to 35Hz at -10dB – at up to 127 dB SPL! A special 3" surround-wound voice coil dissipates heat and lets the SRS1500 crank all night at max volume.

Plus it has a built-in electronic crossover system so you can shore up passive systems' low end, too.

Hear the SRS1500/SRM450 combo at a Mackie dealer today. And then start shoving your audience around.

SRM450. *Activus Accuratus*

SPM100 Pole not included, but then you probably knew that already.

SRS1500. *Stompus YoRumpus Activus*

The new SRS1500. Think of it as a portable mosh pit in a 4.7 cubic foot enclosure with balanced carrying handles.

SRS1500 Active Subwoofer *Takes up less than 3 sq. ft. of stage space*
- *600 watts of high-current FR Series amp power built in*
- *15" LF transducer with 3" inside-outside-wound high temp voice coil*
- *Electronic phase and time correction circuitry*
- *Built-in electronic crossover for active or passive systems*
- *Level and phase controls*
- *Built-in pole socket and carry handles*

SRM450 Active 2-Way SR Speaker *400 watts of bi-amped FR Series amp power, 300 watts for lows/mids and 100 watts for highs • Ultra-wide audience coverage via multi-cell high-dispersion horn • Damped titanium HF transducer • Easy to carry –three balanced ergonomic handles • Easy set up – pole mount + multiple fly points • Makes a superb floor monitor, too.*

Some of the gentle, sensitive Mackoids who make our active SR speakers in scenic Woodinville, USA and Reggio Emilia, Italy.

MACKIE®

www.mackie.com • 800.258.6883

A perfect match with our CFX Series mixers

JOIN OUR INTERNET TEAM

Sign up at

www.MakesParties.com

Sherman has everything from Magic in the Night™ Lites-Ropes® & Lightsticks to Hats, Maracas, Glasses, Tambourines & much more.

Phone:

(800) 645-6513 ext:3025

Fax:

(516) 546-7024

Sherman

THE PARTY DIVISION

Email: Info@MakesParties.com

See you at the DJ Show
August 27th-29th

FEEDBACK

Lasting Effect

Your article on Meteor's Probeam 75 (Issue #59) has prompted me to write this. As a Probeam owner, your article said it all. I was just doing "ordinary" routine gigs; Nothing I singled my company out as special. Now, with the Probeam, customers actually book me and specifically ask that I bring "that light with their name on it." They even want to buy one or rent it from me for a party they are having at their house.

At first, I was using Meteor's graphics. They are nice but then I found out how I could just as easily make my own graphics. Now when I do a wedding or a class reunion, the first thing people see on the wall as they walk in is "D-Jammin' Man Welcomes John & Mary and All Their Friends". At a class reunion "D-Jammin Man Welcomes the Class of 68", etc. '60s class reunions really love the subtle "psychedelic" effect.

It is so inexpensive to create a whole different theme; about a dollar, and what can you buy for a dollars. For the gigs that have a lot of ambient lighting, I am thinking about getting the Probeam HIP. By far, the Probeam 75 has been the single best investment I ever made for "D-Jammin Man". I am glad someone else recognizes the value of being singled out.

Donald Jamerson

Turning up the heat

This Is My Hottest Set of All Time.

1."Some Like It Hot" by Power Station
2."Walking on Sunshine" by Katrina & The Waves
3."Walking On The Sun" by Smash Mouth
4."Hot, Hot, Hot" by Buster Poindexter

D.J. EDDIE
Bloomfield,N.J.

WE WANT YOUR FEEDBACK!

We want to hear from you. Mail your letter to Mobile Beat Magazine c/o Feedback, PO Box 309, East Rochester, NY 14445 or via the Internet at Mobile beat.com

PRO-100

Our versatile Club/Mobile DJ Mixer with FX Loop, Balanced Outputs, 3-Band EQ per channel and 19" Rackmount.
(Also available - Pro 80 without FX Loop)

PRO-30

Our affordable Professional DJ mixer features "Xfader" Start, a Crossfader Reverse Switch and more...

PDJ-33

Get Three-Band EQ per Channel with deep cut, Crossfader Reverse Switch, and Crossfader Curve Adjustment.

The features you dream about are now within reach.

NCD-7000

Think you can't afford the latest and the greatest? Think again. Our NCD-7000 features Seamless Loop, Fader Start, BPM Counter, Digital Outputs and more...

PDJ-11

Get more features for less like a Crossfader Reverse Switch, MIC Input and more...

NT-2500

And you thought Direct Drive Turntables were too expensive! Featuring an "S" Shaped Tone Arm, Slip Mat and Dust Cover. Available with a Stanton 505 SK Cartridge
(Also available - NT-1500 Belt-Drive Turntable)

Be sure to check out more DJ gear from NEXT! By Stanton at **www.stantonmagnetics.com**

A division of Stanton Magnetics, LLC • 2821 Evans Street, Hollywood, FL 33020
954.929.8999 • Fax 954.929.0333 • e-mail: info@stantonmagnetics.com

Available in Canada from Erikson Pro Audio, St-Laurent, Quebec • 800.667.3745
Fax 888.918.2244 • e-mail: amym@eriksonpro.com • web: www.eriksonpro.com

©2000 Stanton Magnetics, LLC

3 YEAR

NEXT! BY STANTON

What Great Collaboration Sounds Like.

FEEDBACK

Well, you've done it. You printed an article that got my CDs spinnin' so fast the player burned up. I'm referring to Mark Ferrell's article in the July 2000 issue of your fine magazine.

Points where we agree are: cost of living (#1), the 3x rule (#3), retirement (#4), price comparisons (#6), & the pie (#7). However, let's look at a couple of points where I feel Mark is "off track": hourly rate (#2) If you are full time (no other income) and only booking 1 or 2 gigs a week after putting in 40 hours, get out now before you lose everything you own. I do that as a "part-time solo operator" without the 40 hour work time. Job description (#5); You can't be serious. Comparing us to a person on national TV like Mr. Buffer is ludicrous. Why not compare us to a California radio personality like Charlie Tuna? How about Howard Stern? Scarcity (#8); You look at 52 weeks per year. If I was "full time", solo or multi-system, I would see 365 days. Too many bars for weeknights to go empty, business grand openings, weekday conventions, etc. Talent (#9); cut-rate cardiologist? Here in Denver, there are approx. 100 DJ companies in the phone book, and I'm guessing another 100-200 that don't advertise. You will not find a cut-rate cardiologist in the U.S., because there is not the saturation in that field like there is in ours. Anyone who wants to, can buy equipment and be a DJ. Try being a cardiologist without years of training and major money. As long as that is possible, prices will not get to those that we deserve. #1 Fear...(#10); While I agree with the title, there are DJs who don't say a word during a gig. I used to work radio in New Mexico with a guy who could work "On Air" but was scared stiff to go out and do public appearances. Go figure. But to compare it to a deadly job like underwater welding? I know you're trying to make a point, but you could use a little more realistic comparisons.

Overall, we are severely underpaid, and it's a shame too. However, if Mobile Beat was to do a survey of some kind, they'll find 90% of the DJs across the nation would not ever try to get the kind of prices we deserve. As long as that happens, it's going to be extremely difficult to raise the prices and not be put out of business because of "wannabe's", and "cut-throats."

Buck Appleton
Rocky Mt Entertainment
www.rockymtnent.com

CORRECTION: In MB #60 (June/July) issue, the Pi 126 sterep subwoofer speaker system was incorrectly priced. The price should have been $795. Please call 1-800-431-6699 for further information

FREE Gear Guide

We're Your #1 Source for Sound, Lighting & Accessories

Since 1985, **The Core Store** has been outfitting the nation's top DJs & nightclubs with high quality sound & lighting gear.

- **LOWEST prices on hundreds of items**
- **Friendly, knowledgeable sales staff**
- **Same day shipping on most items**
- **Satisfaction guaranteed**

Pioneer · American AUDIO · High End Systems · Martin · crown · DENON · RANE

the CORE store
Your #1 Source for Sound, Lighting & Accessories

For a FREE copy of the 2000 Gear Guide call 1-800-324-2673 or email us at sales@thecorestore.com

VISA · MasterCard · NOVUS

Cleaner Sound. Incredible Bass. Half the Weight. It's PowerWave™ Technology.

What is PowerWave?

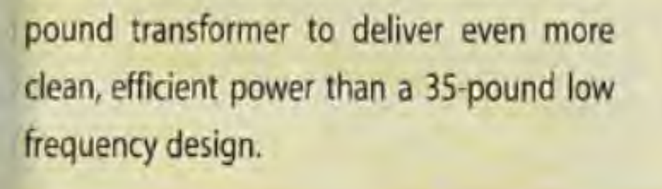
PowerWave™ is QSC's patented power supply technology that not only makes power amplifiers more compact, but also better sounding. You don't have to settle for conventional "lead sled" designs with hum, sagging supplies, and backbreaking weight. PowerWave is a win-win solution, giving you heavyweight audio performance in less than half the size and weight of typical amps.

POWERWAVE™

Inside the PLX 3402 (3400 watts and only 21 pounds)

How does it work?

Conventional power supplies draw 60 Hz AC from the wall directly into the power transformer.



This low frequency requires a massive iron core and hundreds of windings. In fact, a conventional 3000-watt amplifier needs a transformer that weighs *at least 35 pounds*, contributing to as much as two-thirds of the amplifier's total weight.

PowerWave solves this problem by increasing the AC frequency from 60 Hz to 115,000 Hz *before* the transformer. This allows a one-pound transformer to deliver even more clean, efficient power than a 35-pound low frequency design.

Here's an analogy

Today's high-performance 4-cylinder car engines generate more horsepower than yesterday's heavy V8's. How? By doubling the RPM limit, or speed of the motor. Well, imagine increasing the RPM by a *factor of 2000*. That's what PowerWave does for power supplies.

But how does it sound?

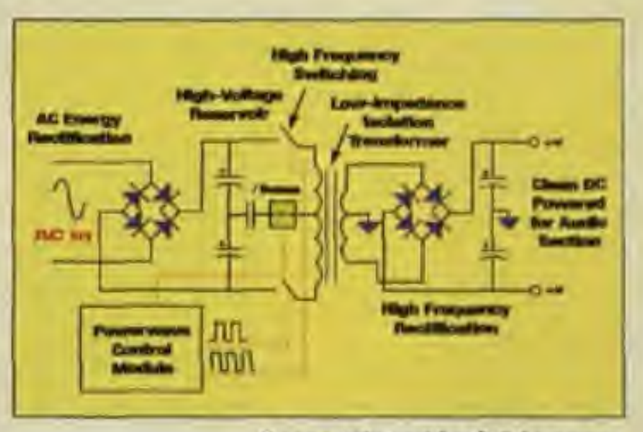
Tighter Bass A PowerWave transformer has lower impedance and greater efficiency because its copper windings are *short* and *thick*. In essence, it provides a "bigger pipe" to get electrical energy to the amp's output circuitry. The result? A stiffer power supply that delivers chest-pounding bass.

Cleaner Sound The PowerWave supply charges the rails 230,000 times per second—a vast improvement over 100–120 times per second in conventional supplies. This high recharge rate minimizes AC ripple that can degrade sonic quality.

Worried about hum?

PowerWave gets rid of it. Completely. The 115-kHz PowerWave supply eliminates 60 Hz fields that can couple into internal or external audio circuitry.

So before you buy yesterday's technology, check out QSC's revolutionary PowerWave-equipped amps at a dealer near you. Whether you're looking for the performance and affordability of the PLX Series or the brute power of the 9,000-watt PowerLight 9.0™, you'll enjoy premium "lead-free" performance.



PowerWave Block Diagram

1. *High-voltage Primary Energy Reservoir*
2. *PowerWave Control Circuit*
3. *High-current IGBT Switches*
4. *Low-impedance PowerWave Transformer*
5. *Secondary Energy Reservoir*

Call 1-800-854-4079 for more information or visit www.qscaudio.com

Choose from over 40 QSC amplifiers that feature PowerWave™ Technology.

PowerLight Series *PTX Series* *PLX Series*

QSC™ AUDIO

Hear the Power of Technology.

™ PowerWave and Hear the Power of Technology are trademarks of QSC Audio Products, Inc. "QSC" and the QSC logo are registered with the U.S. Patent and Trademark Office. QSC Audio Products, Inc., 1675 MacArthur Blvd., Costa Mesa, CA 92626 USA

JUICE

By Robert Lindquist

Your tee time is set

Entertainment Resources Group (www.ergmusic.com) and The Source DJ Music Supply (www.thesourceformusic.com) are sponsoring the first ever National DJ Golf Tournament. This premiere event will be held on the day prior to the Mobile Beat Summer Show 2000 in Cleveland, Sunday, June 25th, 2000. The Briarwood Golf Course, at 2737 Edgerton Road, Broadview Heights, Ohio, 44147, (approximately 15 miles south of downtown Cleveland) is the venue.

The tourney format will be a 4 Man Scramble, starting at 8:15 with snacks and then a 9:15 tee time. All Mobile Beat Show attendees, friends and exhibitors are welcome. The cost is $99 and includes 18 holes, cart, lunch, dinner (at host hotel) and many free giveaways. Unfortunately, there can be no refunds and if rained out, rain checks will be issued by the golf course.

At least 40 percent of the proceeds will be donated to the TJ Martell Foundation (tjmartellfoundation.com). The balance will be used to defray tournament expenses. The TJ Martell Foundation is a music industry charity that raises funds for research into leukemia, cancer and AIDS. Manufacturers and suppliers to the DJ industry can purchase sponsorships for only $100 each. Donations of prizes for the golf tournament are welcome.

To book your party or participate as a sponsor, please call Myrna Karpiuk at ERG at 1-800-465-0779, ext. 221. All major credit cards accepted. Call ASAP, as space is very limited. Go to www.thesourceformusic.com and click on "Golf Info" for further information. Please do not contact the golf course to make reservations.

The next charity golf event is being planned to coincide with the Mobile DJ Show in Las Vegas 2001, so make plans now to attend.

It's DVD-Day

Promo Only has announced the debut of two new music video services, *Hot Video* and *Mix Video*, which are available exclusively on DVD. *Hot Video* offers a selection of Top 40, Urban and Rock videos. Aimed at the professional DJ, it features three hours of programming on one DVD, providing ample material to fit into your format. *Mix Video* is geared toward applications where continuous music is required. This DVD is programmed as two mixes of the latest and best Pop and Dance videos.

"Of course, the new Promo Only DVD series would not have been possible without the recent acquisition of Wolfram Video," says Promo Only Director Jim Robinson. "Wolfram has provided great service to the industry for sixteen years. We look forward to continuing and improving upon that record by combining Promo Only's quality and reputation with Wolfram's programming and experience."

For more info contact Promo Only at (407) 331-3600 or visit www.promoonly.com on the Web.

IT TAKES EVERYTHING YOU'VE GOT!

Every Wells Cargo trailer is built with rugged durability and hassle-free performance as standard features. No shortcuts. No cutting corners. Just the best built trailer you can own and customized the way you want it. Expect at least 15 years of reliable service from your Wells Cargo . . . every time out. Thousands of trailers on the road are our proof. Our comprehensive 3-Year Warranty Program is your protection. There no doubt about it, Wells Cargo is the sound saving, image making way to go.

Call **(800) 348-7553** for a **FREE** info packet with complete literature, pricing, and nearest Wells Cargo dealer.

WELLS CARGO

www.wellscargo.com

Get the Custom Edge!

THE BEST LIGHT SHOWS EVER!!!
PRODUCTS WITH THE MOST INNOVATIVE DESIGN!!!

Mobile Pro Stage Mortars
Professional Streamer Launcher

Pro Handheld 1" X 17" + 12 Loads — $89
Pro Remote 2" X 17" + 12 Loads — $179

WorkStation III — $299

COLORADO SOUND N' LIGHT

Toll Free (888) 429-0418 / Fax: (303) 429-1242
Web Site Ordering: www.csnl.com

TrussLite 16 — $1199

12" Aluminum Anodized Trussing System with 16 Aircraft lamps! Easy & Fast Setup!
720,000 c.p. Red-Blue-Amber-Magenta gels X/Y Aiming Capability. 8 AC outlets prewired.

World's Lightest Equipment Console with Pull-out Drawer!!!

- *Features pull out locking drawer*
- *Five Models to choose from!!*

CSL Martin MX-1R $589

250 Watt halogen lamp
18 gobos / 10 colors
3 split colors 5 white;
230 degrees of pan.

Optional controller — $199
MX-4R Hardcase with tripod mt. — $889

Mega Strands Panel — $999

552 lights Red, blue, amber, magenta • 4 ch. chase 12'w x 8'h • Suspends between tripods
• Carry bag included - tripods optional.

Stage 4 — $399 Stage 4+ — $499

4-Par 38's Halogen Capsylite 2000 hr. spotlamps • CSL shock mount suspension • Multi-pattern sound sync controller • Tripod included • Roadcase 43"W x 12"H x 12"D • Stagelights in Black or Chrome

Star Galaxy I
Patterns to the audio beat—$169

Star Galaxy II
Slow rotating colored patterns—$219

Star Galaxy III
Audio beat/variable speed remote—$269

STAR GALAXY

ACL-24 AirCraft Lighting — $1099

24-28V Aircraft Laser-Type Beam lights
• 1.2 Million Candle Power
• X/Y Aiming • Red-Blue-Yellow-Magenta
• 2 AC effects outlets on back
• Roadcase with effects mounts
• Clamps together as travel case!
• 4 Min. Setup, One-Year Warranty

Digital Computer Systems — $1399

- FAST AMD K6-2 450Mhz with 3D Now!
- 17 GB Hard Drive
- 48X CD-ROM - 3.5" 1.44MB floppy
- 15" SVGA Black Monitor
- Extra Removable HD System
- 64K S-DRAM - 4MB Video Card
- Dual Turtle Beach Sound Cards
- Dual USB Port - Dual Fan Cooling
- 105 Keyboard & Trackball mouse

ASK ABOUT THE NEW 1 Space Rack Computer featuring Intel Motherboard + Celeron 500Mhz.
- 27 GB Hard Drive - 64K S-DRAM
- Dual Sound Blaster Pro Sound Cards + more

CSL MIX 240 - $799

Numark Mix-1
240 Case Logic Pro Sleeves
CSL Roadcase with recessed latches

Get Yourself Configured

Are you about to take the plunge into Mobile DJing and need to assemble the best rack of gear for your buck? Or maybe you just don't have a lot of time to shop for new gear. Whatever your equipment needs, ConnectSound's Optisystem™ Configurator can help you put together the best gear combination in less than five minutes. Now online at www.connectsound.com/configurator/, this system uses an artificial intelligence engine programmed by sound experts to custom-design and configure sound systems. It is specifically intended to configure portable (1-2 person set-up) and small installed systems.

Optisystem starts with a form that prompts you with questions about your application, one of the first asking about the budget you're working with. You can select either Novice or Expert levels for the questions. Specific answers trigger more questions to pinpoint the gear selections. Using your answers, Optisystem designs a system to your requirements and generates a complete list of compatible components from the extensive ConnectSound product database, right down to the cables you'll need to hook everything up. You can then use the list as a shopping guide or order the products directly via the web site.

"The First Lady" at Your Next Wedding

No, we're not talking about Hillary, but a new potential tear-jerker of a mother/son song called "The First Lady In My Life," off of *A Little Bit of Swing*, a new CD by Paul Todd. The album's fourteen tracks offer a mix of swing classics ("It Don't Mean a Thing") and ballads ("Embraceable You") along with five of Todd's original compositions.

"The First Lady In My Life," is Todd's tender thank-you to Mom for all the little things she has done to make life special, as the following line indicates: "And who could forget three meals a day, / carpools, scouts and PTA." Todd's vocal performance is quite smooth and apparently heartfelt, in the tradition of Johnny Mathis. Underlying the vocal is a lush string arrangement with tasty big band sting piano comping throughout. The gentle percussion part is just the right tempo for mothers and sons to sway to during their special dance.

You can check out an audio clip of the song and a complete lyric sheet at www.infinity-dj.com/first_lady.htm. The CD costs $15.00, plus $4.00 shipping and handling.

"Best New Lighting Product!"

– Music & Sound Retailer

LS1-6
Includes:
six different colored Link-A-Spots
and one chase controller

Like building blocks, connect the Link-A-Spot in various configurations to add unlimited imagination to your show. The six channel chase controller can respond to the music through its audio function or adjustable speed control. No wonder you voted it #1.

mbt lighting & sound

Division of MBT International... **We've got it!**

Call Toll Free 1-800-641-8392 • Toll Free Fax 1-800-874-5774
Charleston, SC • Fishers, IN • Reno, NV
www.mbtinternational.com

DJ's are discovering what record producers have known for a very long time: that kicking it with the Aphex Aural Exciter® gets your music noticed. Our latest version–the Aphex 104 Aural Exciter with Big Bottom® is the most dramatic addition you can make to your system. Simple to set up and use, yet so unique it's covered by *three* U.S. patents!

The 104's Big Bottom circuit kicks the bottom end to sound like a much larger sound system without straining your amps, speakers, back or wallet! And the Aural Exciter will give you the clarity and extended highs you've only dreamed of. All this adds up to an excitement level that will make your mixes jump right out of the speakers and the audience jump right onto the dance floor.

If you want to get heard–Aphex is the word!

APHEX SYSTEMS

Improving the way the world sounds℠

11068 Randall Street, Sun Valley, CA 91352 U.S.A.
818-767-2929 • Fax: 818-767-2641 • http://www.aphexsys.com

Aphex, Aural Exciter and Big Bottom are registered trademarks of Aphex Systems Ltd

DJ WALDO

E-MAIL YOUR QUESTIONS TO DJWALDO@MOBILEBEAT.COM

My dearest Waldo,
It seems there are at least a dozen different brands of CD burners on the market while DJ-quality minidisc players are limited to 2 or 3! Can you explain this lack of support from manufacturers? I have used minidiscs in one of my systems and love it! After using the format for over a year, I find it is superior to a CD system. Am I using something that is going by the wayside? I realize we'll all be toting around laptops in the future but for now, I don't understand why there aren't more minidisc systems out there. What gives?
Kevin Schlewitz
Bellingham, Wa.

Kevin,
I agree that minidisc is a great format for our industry. It has improved on several of the weak points of the CD, namely editing, erasing, and of course, size.

Unfortunately the manufacturing industry needs a selling market that is larger than the DJ profession to make a profit. How many DJs live on your block? Possibly none. How many neighbors own a minidisc player? None. On the other hand, how many neighbors own a CD player? There is surely one (at least) CD player for every house on your block. It is a numbers game. If minidiscs were more popular there would be more manufacturers. I think we are fortunate to have 2 or 3 excellent companies producing minidisc equipment strictly with our needs in mind.

As to whether minidisc is becoming extinct, I have no inside knowledge. Other formats have come and gone due to the lack of consumer support; that could happen to minidisc... eventually. The format is used by many DJs to customize and edit songs, mixes, sound effects and medleys. This takes time and experience. As a result, it is not usually done by beginners who don't understand the need, or part-timers who don't have the time. That leaves the experienced full-timers as the primary users. I think these experienced disc jockeys see the benefits of this system and will be loyal to it. Hopefully there are enough of them and new DJs coming up to keep the minidisc alive. I don't see its demise yet.

Hello DJ Waldo!
With the summer DJ season here, I have had a few requests to work events where there is no electric power easily available. I'm considering purchasing a generator to work these events. Although they are expensive, I figure I might be able to rent it out when it's not in use. How do I calculate the wattage rating I'll need for a typical DJ setup? I really don't know much about generators and I don't know where to start. Also, could you give me some more information about using an RV battery with a power inverter? Would the battery option be easier or just cheaper? Thanks in advance,
Thomas

Hi Thomas,
The simple way to calculate wattage for a generator is to add up the total amps (amperage) used by your equipment and multiply by 110. For example: if your equipment uses 12 amps, 12 times 110 equals 1320 watts. I have seen RV batteries last as long as 5 hours with a simple DJ set up. The choice is yours.

Dear DJ Waldo,
I am having a less than good year. My bookings are down and I have not been enjoying the last few gigs that I worked. Do you have any suggestions?
Herb S. Trenton, NJ

Herb:
Everyone has days, weeks, even months when things are just not going well. Clients seem to be hard to please or your staff doesn't seem to be up to par or...heavens forbid, *you* screwed up! Those kind of days can get you down or start you thinking that maybe it's time to call it quits. Here is a way to get back in a positive frame of mind and motivated again.

Create a notebook of your past clients' thank you notes and letters. Mix in a few motivational messages and you have a great "pick me up." Reading a few complimentary notes, when you start to question yourself can bring you back into perspective and boost your confidence.

What? You don't have any notes of appreciation to start your notebook? Take the first step. Send out notes of thank you to your customers for using your service. Send a note of thanks to vendors who made your job a little easier, or gave you a little extra service the last time you worked together. Of course, you will want to send a thank you to someone who referred some business to you. Not only will you start to receive a few letters in return but you also will see an increase in referral business because of it.

when it comes to live sound, be direct.

Energy Series Amplifiers

The powerful new Energy Series amplifiers are built to withstand the rigors of touring and life on the road. Each employs computer-assisted design, and offers back-to-front fan cooling, XLR and 1/4" inputs, toroidal transformers, true clip and idle LEDs, and a rigid 2mm thick chassis. All models are 2 rack units in height.

5-YEAR WARRANTY

E-2

For low power uses like nearfield monitors and foreground/background reinforcement systems.

- 125 watts/channel (4 ohms)
- Weight: 22.7 lbs

Retail price: $579

Direct Price: $399

E-4

Mid-power amplification with high headroom and full dynamics.

- 225 watts/channel (4 ohms)
- Weight: 25.3 lbs.

Retail price: $679

Direct Price: $469

E-8

A perfect amp for general live sound reinforcement and fixed installations.

- 450 watts/channel (4 ohms)
- Weight: 32.8 lbs.

Retail price: $949

Direct Price: $659

E-12

High power amplification for use with full-range or multi-amplified systems.

- 650 watts/channel (4 ohms)
- Weight: 35 lbs.

Retail price: $1179

Direct Price: $819

ALL COMPONENTS **D.A.S.** MANUFACTURED

Pf Series Loudspeakers

An exceptional series of high-quality, high-performance loudspeakers that are also very affordable. Using all D.A.S. components, the Pf Series features Active Safety Circuit (ASC) protection, Kapton voice coils, full compression drivers, and Complex Aggregate Board (CAB) enclosures with carpet covering.

5-YEAR WARRANTY

Pf-112

- 2-way operation: 12" woofer and 2" titanium-diaphragm compression driver with 1" exit
- 500 watts program power handling
- 8 ohms impedance
- Weight: 48.4 lbs.

Retail price: $499

Direct Price: $349

Pf-115

- 2-way operation: 15" woofer and 2" titanium-diaphragm compression driver with 1" exit
- 600 watts program power handling
- 8 ohms impedance
- Weight: 61.6 lbs

Retail price: $549

Direct Price: $379

Pf-183

- 3-way operation: 18" LF cone speaker, 8" mid cone speaker, 2" titanium-diaphragm compression driver with 1" exit
- 700 watts program power handling
- 8 ohms impedance
- Weight: 91 lbs.

Retail price: $699

Direct Price: $489

Pf-215

- 2-way operation: two 15" woofers and 2" titanium-diaphragm compression driver with 1" exit
- 1000 watts program power handling
- 4 ohms impedance
- Weight: 90.2 lbs

Retail price: $749

Direct Price: $519

Pf-012

- 2-way operation: 12" woofer and 2" titanium-diaphragm compression driver with 1" exit
- 500 watts program power handling
- 8 ohms impedance
- Weight: 46.2 lbs.

Retail price: $499

Direct Price: $349

Pf-015

- 2-way operation: 15" woofer and 2" titanium-diaphragm compression driver with 1" exit
- 600 watts program power handling
- 8 ohms impedance
- Weight: 57.2 lbs.

Retail price: $549

Direct Price: $379

Sub-15

- One 15" woofer
- 600 watts program power handling
- 8 ohms impedance
- Weight: 57.2 lbs.

Retail price: $449

Direct Price: $309

www.dasaudio.com

1-877-DAS-NOWW

D.A.S. SOUND PRODUCTS

One Enterprise Drive, Old Lyme, CT 06371 • Tel: 860-434-9190 • Fax: 860-434-1759 • Distributed in the U.S. by Sennheiser Electronic Corp.
Manufacturing plant: Pol. Ind. Fuente Del Jarro C/.Islas Baleares, 24 46988 Paterna Valencia—SPAIN

it's HOT

Surfacing with a **Pearl**

So you really like Denon's higher level dual CD players but you don't have the cash to slap down at the moment? You may want to check out the economical DN-1800F which sports several features found on the DN-2600F. In a pearl white colored chassis, the DN-1800F has ±18% pitch bend, controllable by jog wheel or buttons. The jog wheel can also speed up playback +40% or slow it down –50%. Cue Stutter mode plays a bit of audio as the cue button is depressed, then re-cues to the original point when released. Single, continuous and Relay Play are available. Selecting Relay Play for both drives automatically alternates tracks between drives. Other cool features include: digital outputs, sleep function (shuts down motors after 30 minutes idle), fluorescent tube displays, 10-segment track countdown graph, and adjustable pitch slider range of ±10%. MSRP: TBA: $800

Denon Electronics
222 New Road
Parsippany, NJ 07054
Tel: (973) 396-0810 Fax: (973) 396-7459
Web site: www.del.denon.com

Call Us For Your FREE Catalog!

PLANET DJ™

QSC
RMX2450
500WPC@8ohm
ONLY $699.99

AMDJ V-1000	$399.99
CREST VS-450	$469.99
MACKIE M-1400I	$599.99
MACKIE M-2600	CALL
QSC PLX2402	CALL

TECHNICS
SL-1200MKII/S
ON SALE
CALL FOR PRICE

GEMINI XL-500II	$199.99
NUMARK TT1520	$179.99
NUMARK PRO TT-1	$389.99
STANTON STR8-50	$159.99
TECHNICS SL-1200MK3	CALL
VESTAX PDX-A2S	$549.99

NUMARK
DM-1200
MIXER
ONLY $199.99

AMDJ Q-3433/S	$299.99
GEMINI PS900	$369.99
NUMARK DM1820X	$499.99
RANE MM8Z	$799.99
VESTAX PMC-05 ProII	$599.99

PIONEER
CMX-5000 STEALTH
DUAL CD PLAYER
NOW SHIPPING!
CALL FOR
LOW PRICE

AMDJ DCD-PRO300	$499.99
AMDJ DCD-PRO500	CALL
DENON DN2000FMKIII	$799.99
DENON DN2600F (NEW!)	CALL
NUMARK CDN-34S	$699.99
NUMARK CDN-32S	ON SALE
NUMARK CDN-22S	$399.99

JBL
EON POWER15
Portable, Powerful and Affordable!
NEW LOWER PRICE!
NOW ONLY $529.99

CERWIN-VEGA V152	$329.99
CERWIN-VEGA V153	CALL
GEMINI GSM-1232	$139.99
JBL TR-125	$259.99
JBL TR-225	$329.99
JBL MR-925	CALL
MACKIE SRM-450	CALL

AMERICAN DJ
DJ-SCAN
AFFORDABLE
PRO SCANNER
7 COLORS + WHITE
11 GOBOS + SPOT
ONLY $299.99

AMDJ LASER WIDOW	$ 64.99
AMDJ MINI-GEM II	$ 69.99
ELATION EL-1803	$169.99
MARTIN CX-2	$499.99
MARTIN JUGGLER	$359.99
MARTIN MX-1 SCANNER	$499.99
MARTIN STARFLASH MC	$179.99

VISA MasterCard AMERICAN EXPRESS DISCOVER

Call Now For The Lowest Prices On The Planet!

1-800-404-8230

3050 Mill Street, Reno, NV 89502

(Mail order prices may not be available in retail stores)

Shop Online at www.planetdj.com or e-mail us at Info@planetdj.com

it's HOT

It Comes Down to Control

Gemini Sound Products unveiled the new UMX line of mixers at the last Winter NAMM show. Whether you are a scratch/remix artist or Mobile DJ, you will appreciate the keynote feature of the series, the Proglide crossfader. It utilizes VCA (voltage controlled amplifier) technology, which removes the signal from the crossfader and channel slides, resulting in reduced travelling noise, as well as extended life. The flagship of the series, the UMX-9 features an assignable crossfader with curve control, three stereo channels and extensive cue section. You can also control the curve of the channel slides. Each channel has high, mid and low tone and cut controls. Connections include one mic and two line inputs, three phono/line convertible inputs, balanced and unbalanced master outputs, as well as zone and record outputs. MSRP: $669.95

Gemini Sound Products Corp.
8 Germak Drive
Carteret, NJ 07008
Tel: (800) 476-8633 / (732) 969-9000 **Fax: (732) 969-9090**
Web site: www.geminidj.com

Psst... It's real simple, you can wait for the next catalog or Logon and Shop Right Now!

Unlimited Access to Technical Information and Instant Shopping for All Your DJ Equipment is Now

ONLINE...

Call toll free
1-888-454-6863

www.connectsound.com
"Where Technology and Sound Connect"

CONNECTSOUND

It's HOT

A Shure *Improvement*

A redesigned receiver and a sleek new look are part of the upgraded T Series of VHF wireless mics from Shure, Inc. The receiver's patent-pending Predictive Diversity Technology uses a microprocessor to anticipate drop-outs and maintain consistent reception. The Vocal Artist™ comes with SM58™ or BG3.1 capsules, both with internal shock mounts to reduce handling noise. For those of us who need a little freedom to roam the dance floor, The Headset™ includes a WH20 mic on a fully adjustable gooseneck and frame. You can also get each T Series microphone in a non-diversity, single antenna configuration. MSRPs: Vocal Artist - $560 (SM58, *diversity*), $380 (BG3.1, *non-diversity*); The Headset - $480 (diversity), $360 (non-diversity)

Shure, Inc.
222 Hartley Avenue
Evanston, IL 60202-3696
Tel: (800) 25-SHURE / (847) 866-2200
Fax: (847) 866-2279
Web site: www.shure.com

"All The Sound You've Never Heard"

All New 4th Generation Processing Engine

BBE®

"...the sound has a new level of clarity and definition. It is as though someone has removed a blanket from in front of the speakers." Mobile Beat

Tel: 714. 897. 6766 Fax: 714. 896. 0736 Web: www.bbesound.com
In Canada Please Contact Sounds Distribution Tel: 416. 299. 0665

Play *back* it with a DJ *System*

SoundTech

Here at SoundTech, we've built our reputation on providing integrated sound systems for the professional audio market. Now, we have used that know-how to create systems for you, the DJ. From a small home set-up to a killer club rig, SoundTech's got you covered. Set yourself apart with a coordinated SoundTech DJ system.

Specifications:

System designation:	C150DJ
Power output @ 4 Ohms:	100w
Components:	QM6 powered mixer w/ reverb
	(2) Q1 10" 2-way speakers
	Free dynamic mic w/ cables
Applications:	Home use, small party

Specifications:

System designation:	Playback 500
Power output @ 4 Ohms:	1600w
Components:	DJ6 mixer
	(2) PS 802 digital switching power amps
	(2) DS5C 15" 2-way speakers
	X234 crossover
	T8+ 18" subwoofer
Application:	Large club

Specifications:

System designation:	Playback 400
Power output @ 4 Ohms:	800w
Components:	DJ6 mixer
	PS 802 digital switching power amp
	(2) DS5C 15" 2-way speakers
Applications:	Large party, small club

BUILT TOUGH
5 YEAR WARRANTY
SoundTech
PROFESSIONAL AUDIO

SoundTech™
PROFESSIONAL AUDIO

It's Simple, You'll Sound Better!

SoundTech Professional Audio • 444 East Courtland St. Mundelein, IL 60060 Phone: (847) 949-0444 Fax: (847) 949-8444
World Wide Web: http://www.washburn.com Email: washburn@washburn.com In Canada: Distributed by Erikson Music
620 McCaffrey, St.Laurent, Québec H4T INI Phone: (514) 738-3000 Fax: (514) 737-5069 Email: EriksonMI@jam-ind.com

OFFLINE

Call us at 1-800-773-4235 for a FREE DJ Tools Catalog.

Our 20 page, full color catalog features tons of the latest DJ gear at the best prices around. Compare different models and styles to choose the gear that's right for you.

ONLINE

Visit us on the internet at: www.DJtools.com

Our website features secure online shopping and super discounts on new, demo and pre-owned DJ gear. Check our site often for the most up to date info on what's hot!

We've Got You Covered!

Turntables • CD Players • CD Recorders • Mixers • Amps • Speakers
Cases • Signal Processors • MiniDisc Recorders • Wireless Microphones
PA Systems • Rack Accessories • Power Distributors • Heavy Duty Cabling
Club & Stage Lighting • Intelligent Lighting • Special Effect Lighting
Lighting Controllers • Stands & Truss • Party Lights • Strobe Lights
Fog/Smoke Machines • And much, much more!

Brought to you by Audio Climax – 7743 E. Garvey Avenue Rosemead, CA 91770

Make Music CDs

DART PRO 98 - New Release!

- Clean up and record music from any source - CDs, records, or tape
- New and Improved Features, Better than Ever
- RealTime, DeHum, Noise Studio, Unpack, Equalizer, & more
- The most complete audio restoration and recording system for the PC

Lift audio tracks from CDs to make a customized playlists and burn a CD with one button click. Or, connect your stereo to the sound card using a standard RCA audio patch cable. Start-up DART PRO 98 and play the music from the Stereo. DART PRO 98 will use the sound card to capture the audio and write it to hard disk using .wav file format. Unpack the audio into separate audio files automatically. With a few button clicks clean up the audio, add audio effects and filters if desired and then organize the tunes into a playlist. Adjust the restore functions in real time while listening to the audio. Then have DART PRO 98 record the playlist on CD using standard Redbook audio format and with just the click of one button. It works with all types of music media and different CD-R or CD-RW devices. DART PRO 98 is a complete audio system that produces high quality audio reliably. The CDs can be used in any standard CD player – in your car, at home, or at a party.

DART CD-Recorder

- Make Music CDs from CDs, Records, or Tape
- CD-Recorder has many unique features and produces high quality audio CDs

For a free demo of DART software & more Information:
800-799-1692 or www.dartpro.com

DARTECH, LLC • 7600 France Avenue • Suite 550 • Minneapolis, MN • 55435-5939

it's HOT

Passing the Test

As a professional with thousands of dollars invested in audio and lighting equipment, you understand the importance of protecting your investment. One important but often overlooked way to guard your electronics from harm is to check the wiring of the outlet you are plugging into. Pyramid by Amprobe is offering you a speedy alternative to the typical two-handed voltage tester with its new PY-3 110V AC Circuit Tester. It features a three-pronged plug and a row of three indicator lights that tell you at a glance if the outlet is wired correctly. The PY-3 is one more way you can save set-up time as well as avoid future equipment repair or replacement costs. Available through Nelson consumer Electronics 1-406-782-7448. MSRP: $9.95

it's HOT

News Flash!

American DJ has provided the means to achieve the next level of flashing, if you are up to the challenge. Flash Tubes, in concert with the Flash 2C controller, promise a dynamic strobe effect, with a top speed of 140 mph. Designed for indoor or outdoor use, Flash Tubes connect end to end, and work best in multiples. The Flash 2C is a rackmount controller that can run over 40 Flash Tubes. Its built-in programs can contol four separate zones of strobes. You can select from five modes: forward, reverse, crossover, rebound and flash. The Flash 2C can also automatically cycle through selected modes, as well as control a variety of chase programs. Audio activation, variable speed control and rate control are all featured. Flash Tubes measure 3.35" x 3.25" x 60" while the Flash 2C controller measures 19" x 4.75" x 3.5". MSRPs: Flash Tubes - $149.99 each; Flash 2C controller - $ 499.95

American DJ
4295 Charter St.
Los Angeles, CA 90058
Tel: (800) 322-6337 Fax: (213) 582-2610
Web site: www.americandj.com

Best price? Yup.

Yeah we've got the lowest price, but product knowledge is sometimes just as important. Our staff is familiar with the products you need, they're DJ's too.

- ✓ Guaranteed Lowest Prices
- ✓ Top Name Brands
- ✓ Satisfaction Guaranteed

DENON'S NEW DP2600F

Announcing our most convenient location, your Computer.

Logon to Abrapro.com

Abracadabra The DJ Pro Shop

Order your FREE catalog now...
Call 1 800 355-7746 or in NY 1 631-655-2300
Showroom: 1015 Sunrise Highway N. Babylon, NY 11704

DJ EQUIPMENT • ACCESSORIES • STREETWEAR

PRO DJ WORKS

WE'LL PUT YOU IN THA MIXX.

TURNTABLES
MIXERS
CD PLAYERS
MULTITRACK-RECORDING
NEEDLES AND CARTRIDGES
FLIGHT CASES
RECORD BAGS
SLIPMATS
VIDEOS
AND MUCH MORE

EASIEST WAY TO SHOP ONLINE.
WWW.PRODJWORKS.COM
1-877-482-MIXX
CALL TOLL FREE (6499)

it's HOT

Ride the Steel Horse

The TT 100 Direct Drive Turntable, new from Numark, is chomping at the bit to carry you and your vinyl into the new millennium. Manufactured with rugged steel and robust components, the deck shines with a polished black surface. It has a stable-full of features, such as 33/45/78 RPM operation, forward/reverse play, +/-10% or 20% pitch-adjust, and a fully adjustable tone arm. A pop-up target light, strobe indicator, removable headshell, adjustable feet and lid, and an anti-static slip mat round out this animal's strengths. Whoa! MSRP: $499

Numark Industries
11 Helmsman Rd.
North Kingstown, RI 02852
Tel: (401) 295-9000 Fax: (401) 295-5200
Web site: www.numark.com

www.TableDrapes.com

ORDER ON-LINE!

Customize your stand or table
Any size... Any color... IMPRINTED.

Great for equipment covers too!

FOR INFORMATION CALL 888/808-5256

"EV's RMD Technology (Ring Mode Decoupling) improves sonic integrity by allowing better control of resonant modes at varying volumes."

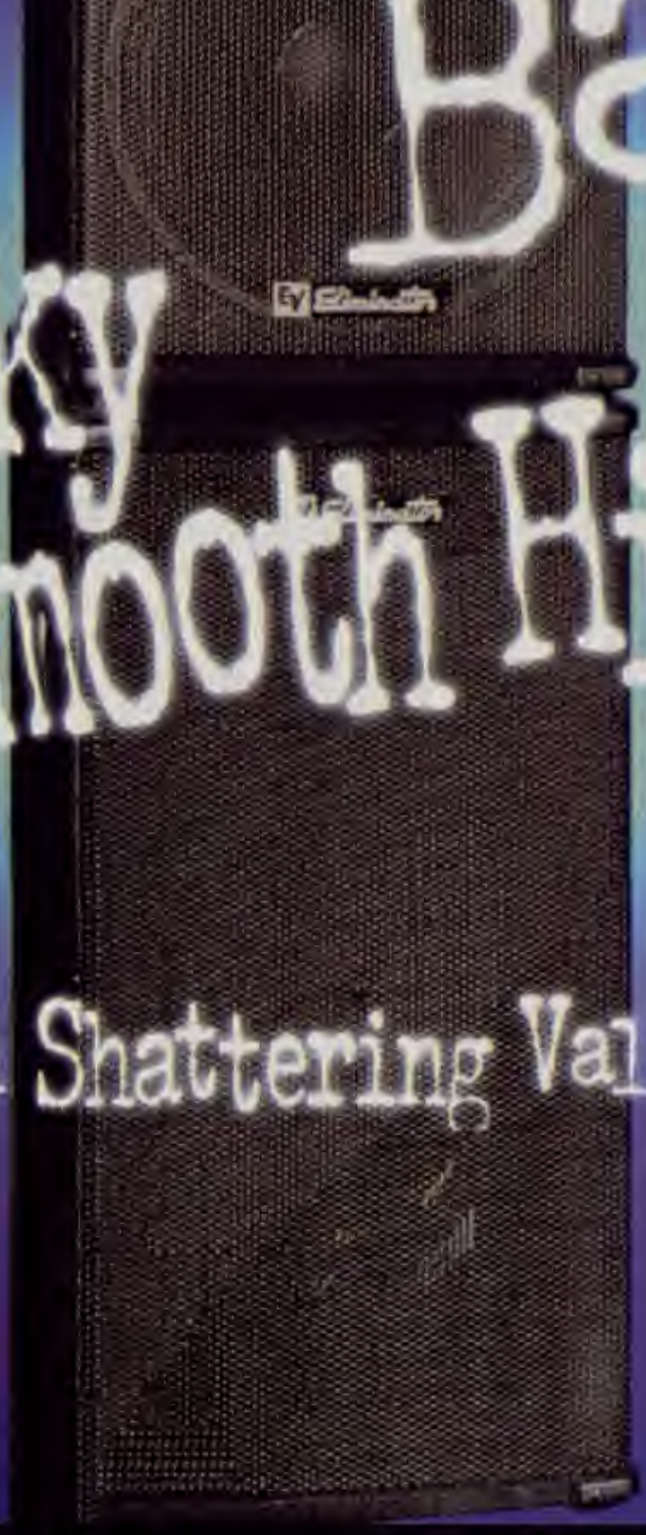
Pro Audio Review Magazine
January 2000

Matched Eliminator® components for pure sound

RMD® is the same technology used in EV's X-Array® Series, speakers trusted by sound engineers for **The Rolling Stones** and other huge touring bands. And it's technology you can trust for concert-caliber sound, road toughness, unmatched power and clarity at any volume...

Chest Crushing Bass

Silky Smooth Highs



Earth Shattering Value

WINNER:
1999 Music and Sound Award, Best New Speaker of the Year!

EV Eliminator

The Eliminator® delivers BIG-CONCERT sound quality through EV's BIG-CONCERT sound technology.

RMD® (Ring-Mode Decoupling), exclusive EV technology, creates "pure audio" whether you're getting mellow or crankin' it. By combining RMD® with cutting-edge EV components, the Eliminator® produces huge bass, great coverage, crisp highs and unbelievable intelligibility... the kind of performance that wins awards.

EVERYWHERE™

Call today!
1-800-667-3968
www.electrovoice.com

© EAS Communications, Inc.

NOW THAT PIONEER'S GOT A RACK MOUNT CD, THE BIG QUESTION IS WHAT TO DO WITH YOUR OLD ONE.

A. DOORSTOP
B. PAPERWEIGHT
C. BOAT ANCHOR

The incredible CMX-5000 includes the key features of the industry standard CDJ-700S, plus front slot-loading for fast cueing and super fast searches– and no trays to break!

But, the big news– the CMX-5000 Auto Beat Mix feature reads the BPM from your next selection, then automatically adjusts it to the current selection's BPM and mixes it in! You can even keep the same key using Master Tempo. The result is a programmable, seamless mix– even with one CD!

And there's more– like Digital Out, CD-RW compatibility, and Effects Mix.

Pioneer. Rack mount. Auto Beat Mixing. Got any ideas for that old one?

The CMX-5000 fits most mobile rack systems. Pioneer offers a complete line of Pro DJ Equipment, including the SE-DJ5000 Headphones shown here.

PIONEER'S DJM-600 DOESN'T JUST RAISE THE BAR.

IT RAISES FOUR OF THEM.

The DJM-600 raises the bar for Pro DJ mixers with its amazing Auto Beat Sampling function. Just pick your sample length– up to sixteen beats– and the DJM-600 will automatically grab the desired length. Then Auto-Stretch or Loop your sample!

For more about the DJM-600, CMX-5000 or the rest of the Pioneer Pro DJ Line, catch us on the web at www.PioneerProDJ.com.

MAXIMUM EFFECT.

EFX-500 DJ Effector

- Selectable Effect Frequency: Low, Mid, High
- Beat Effects: Delay, Echo, Auto Pan, Auto Flanger
- Digital Jog Break: Zip, Jet, Wah, Ring, Fuzz
- Auto BPM Effect Buttons: 1/4, 1/2, 3/4, 1, 2, 4 time
- Effect Monitor: monitor sound effects

DJM-600 Four Channel Mixer

New DJM-600 Features:

- Auto Beat Sampling
- Selectable Beat: 1, 2, 4, 8, 16 beat
- Selectable Cross Fader Curve
- Auto Transformer
- Auto Wah Frequency Filter
- Sampler Looping & Stretching

Also includes all these features from the DJM-500:

- Auto BPM Counter
- Beat Synchronized Effects
- Four Channels with Three Band EQ: -26dB
- Fader Start Play/Fader Back Cue Play
- Inputs: 5 line, 3 phono, 2 mic
- Pitch Shifter, Delay, Echo, Flanger, Reverb

Pioneer

It's all on the web!
Product Info, Local Dealers and more:
www.PioneerProDJ.com
or call 800-782-7210

case logic spins a deal

now selling direct to DJs

Bulk packs of CD storage sleeves available at special discounts. *Free shipping and handling.** Just use the keycode ***S001***. Order online at ***www.caselogic.com*** or call 877-227-3347 to receive a ***free*** catalog.

CASE LOGIC®

CASE LOGIC DIRECT, INC.

order now www.caselogic.com or call toll-free: 877-227-3347

* Offer valid until August 15, 2000

it's HOT

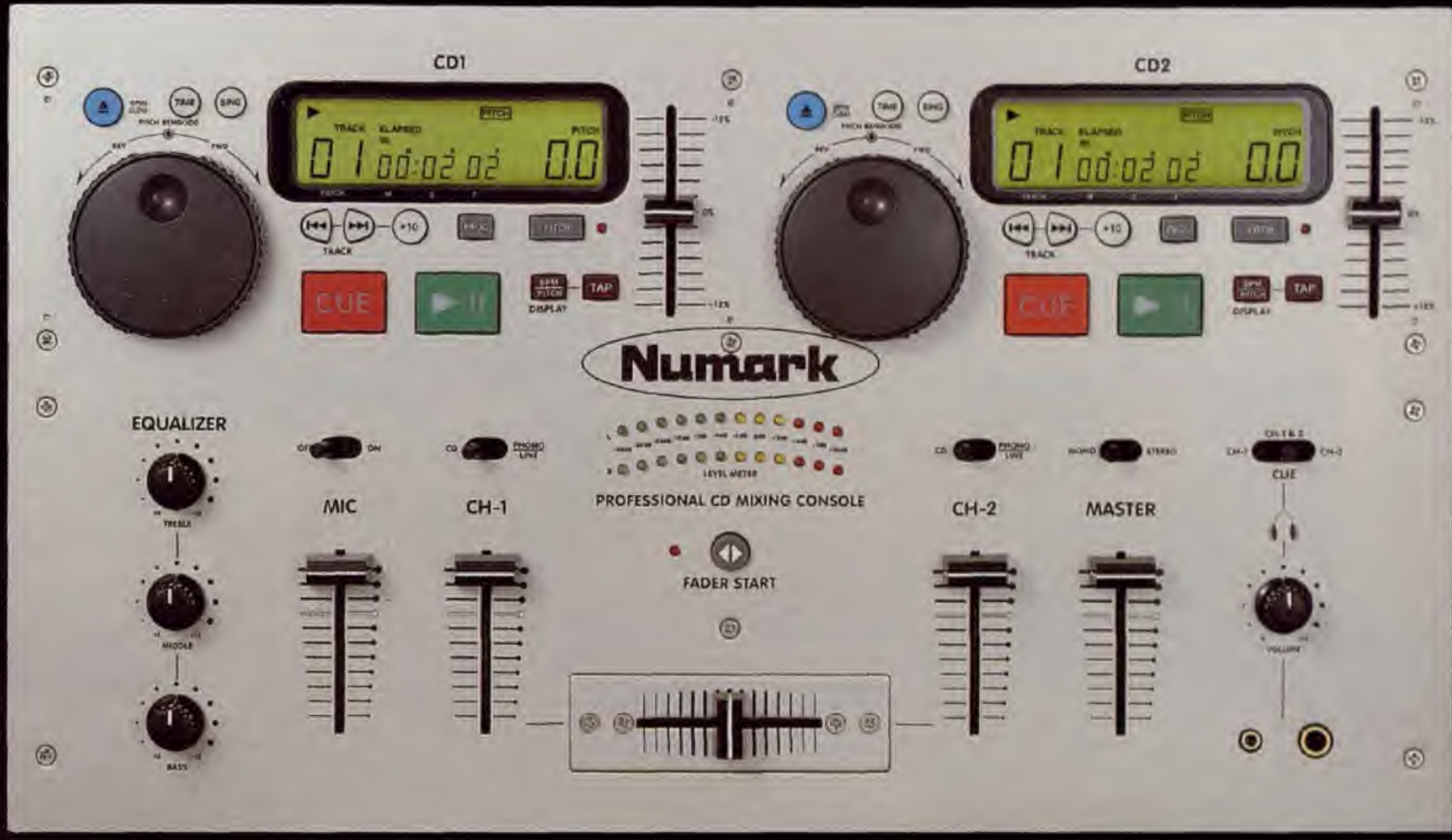
Shining Discs Sighted!

Coverage at Eleven

If you're looking for a spacey way to label your CD-Rs or –RWs, check out the Holographic CD Labeler Starter Kit from Mirage Ink Jet Technology, Inc. The kit includes label styles with names like Galaxy, Crystal, Rainbow and Starburst. It also features a water-resistant Photo Glossy label. You simply use the free software supplied in the package to create your labels. It contains SmartDesign templates, thirty ready-to-use background images, and fifty clip art images to make your job easier. You can also import your own graphics, photos and logos. Applying the labels is a snap with Mirage's patented EZ Guide™ system, which utilizes your jewel case to complete the process, rather than a separate applicator. You'll find the Holographic CD Labeler Starter Kit at major department stores and other technology outlets. MSRP: $25.99 and $19.99 for refill

Mirage Ink Jet Technology, Inc.
11480 6th St.
Rancho Cucamonga, CA 91730
Tel: (888) MIRAGE-6 Fax: (909) 989-6820
Web site: www.mirageinkjet.com

THE PARTY STARTS HERE!



CD MIX-1

- BPM counter
- Large back lit display
- True continuous play
- 1 mic and 2 phono/line inputs for external devices
- Balanced output, master EQ, stereo / mono control
- Self carry handles
- 12V DC input
- Dual CD players and mixer combo
- Front load transports with 30 second door close protection
- Fader-start
- Track programmable
- ±16% Pitch/jog wheel
- ±12% Pitch control
- Digital outputs

DJ Defined Technology

www.numark.com

11 Helmsman Avenue North Kingstown RI
phone 401 295 9000 fax 401 295 5200

Numark®

it's HOT

Shall We Dance?

Add a touch of romance and elegance to your dance floor with two new lighting effects from MBT Lighting. The Cupid, model ME2001, features 25 colored lenses and two 50 W lamps that combine to cast 50 multicolored beams across the room. The beams rotate back and forth, suggesting the romantic sway of a slowly dancing couple. The Quarter Master, model ME2004, produces four large rotating beams that reflect off of four dichroic colored mirrors. This results in four multicolored moonflower patterns majestically dancing toward and away from each other. Each mirror is sound activated.

MSRP: Cupid - $109; Quarter Master - $238

MBT Lighting & Sound (Div. of MBT International)
PO Box 30819
Charleston, SC 29417
Tel: (843) 763-9083 Fax: (843) 763-9096
Web site: www.mbtlighting.com

more Rackables FROM SKB

MINI-GIG RIG
10 SPACE ANGLED TOP FOR MIXER AND SIX RACK SPACES BELOW

VELCRO® SHELF
PULL-OUT SHELF WITH PADDED VELCRO® TOP BE CREATIVE!

DRAWER 4
FOUR-SPACE ROTO MOLDED PULL OUT DRAWER - USE WITH OR WITHOUT PARTITIONS

ROTO-ROLLER
GIG RIG CADDY ADDS SIX RACK SPACES OR STORAGE BIN

SKB BACKSTAGE SINCE 1977

Worldwide Sales Headquarters • 8811 NW 23rd Street, Miami, Florida 33172
p. 305.592.8383 f. 305.592.9566

skbcases.com

Star Performer!

Carry the PCDJ Mobile Pro™ with up to 16,000 songs* on the huge hard drive and quit dragging hundreds of pounds of CDs around. Rugged enough for the most unforgiving environment. Get the PCDJ Digital 1200sl™ software in a lightweight, portable system pre-installed and ready to perform.

Order online at
www.pcdj.com/a1
Or call:
1-877-778-4746 x339
or 1-727-799-3828

*3.5 minute songs at FM quality. The actual number of songs you can place on the hard drive varies with the length of the song and the quality of the encoding method. Basically, you can store up to 4,000 3.5 minute songs at high quality; 8,500 3.5 minute songs at medium quality.

PCDJ Mobile Pro

- Pentium III ®
- 64 MB RAM
- 40x CD-ROM Drive
- 56K Modem
- Built-in speakers
- Ultra-large 13.3" LCD display
- Total weight less than 30 pounds!

PCDJ Digital 1200sl

- Familiar, easy-to-learn interface
- Set up to 20 cue points per track
- Automatic beat matching
- Adjust pitch up or down 22%
- RIPP to MP3
- Instantly find any track
- Organize your entire music collection

Platinum Upgrade includes a 30 GB hard drive and a PCDJ Hot F Keys™ controller ($299 value).

FREE!

VISIOSONIC

Order yours today!
www.pcdj.com/a1

Copyright © 2000 Visiosonic Ltd. All Rights Reserved. Digital 1200sl Screen Layout Copyright Visiosonic Ltd.

We're not number one

YOU are!

Nowadays, it seems like everyone is boasting about their great selection, lowest guaranteed prices and great service - it's getting to be old news. Don't get us wrong, those are great things - things we offer as well.

But what sets American Gear apart? It's our team of Sales Professionals. Our Sales Pros are not just operators waiting to take your order, but working DJs, studio professionals and product specialists who have real life knowledge and experience working with the gear.

So whether you're just starting out, need a little help in choosing the product that's right for you, or simply want some help in troubleshooting a problem, give us a call and let us help!

FREE! 132 pg. buyers guide!

THE RIGHT GEAR, RIGHT HERE, RIGHT NOW!

american gear

Call us toll free:

1-800-700-4542

or visit us online @ www.american-gear.com

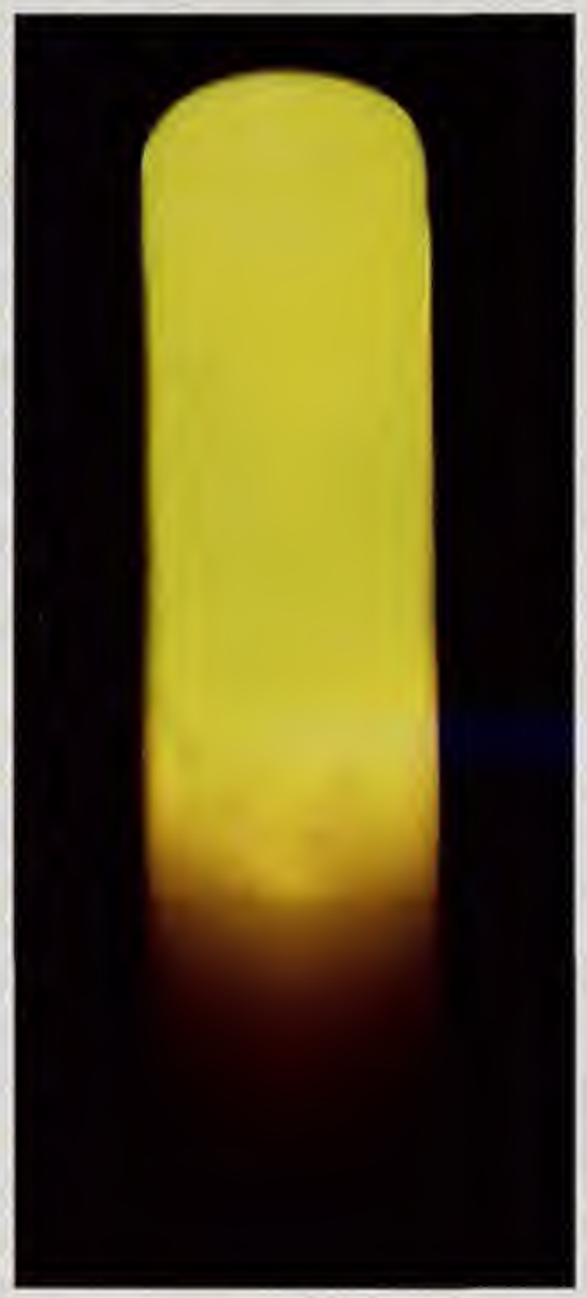
If you find yourself in the LBC, drop by our warehouse direct pro shop at

4321 Atlantic Ave., Long Beach, CA 90807

it's HOT

A Stately Pleasure Dome

Unlike Seattle's Kingdome, which came down recently, the new King Dome from Martin Professional is designed to go up whenever you need to protect your lighting centerpieces from the elements. It's an inflatable version of Martin's Outdoor Protection Dome, allowing luminaries to be used outdoors, all year long, in any type of weather. Made of IP44 rated, durable, non-flammable PVC film with a solid base of ABS plastic, the King Dome promises easy transport and simple set-up while reducing to a small size for storage. It is also equipped with a unique safety device that cuts the power to the fixture in case of deflation. Maximum usable luminaire base dimensions are 21.2" x 18.9". It is available in heights of 31.5" and 63" with an optional semi-transparent white envelope available for use as a lightpipe effect. MSRP: $1,492



Martin Professional, Inc.
3015 Greene St.
Hollywood, FL 33020
Tel: 954-927-3005
Fax: 954-929-6405
Web site:
www.martin.dk

grundorf corp

THE NEW DIMENSION IN DESIGN

712.322.3900

FAX 712.322.3407

Visit us online at www.grundorf.com

Email: information@www.grundorf.com

721 Ninth Avenue · Council Bluffs, IA 51501

PRO-DJ2-MQ

PRO-DJ2-MQ3

PRO-DJ2-MQ-6

TL-252

CD MIX1-MOD

For Grundorf TLR'S

TL-253

TL-MIX-1

TL-363

RACK-A-DAPT™

The Rack-A-Dapt™ allows 10" mixers to be mounted in a standard 19" rack unit

TL-484

OU-1284CT

The front cover of this case is used as the table top

CDJ-700

CDJ-100

CDJ-2-1M-19-6

The CDJ-2-1M-19-6 case can be easily modified by the DJ to accommodate either two CDJ-700 or two CDJ-100 players.

ALL PRODUCTS PROUDLY MADE IN THE U.S.A.

By Dan Walsh

Racking Up a Winning Score:

THE 19" DUAL CD PLAYER GAME, PART II

In our last issue, we took an in-depth look at two of the latest entries on the playing field of 19" dual CD players. (See *Mobile Beat*, June/July 2000 for reviews of American DJ's DCD-PRO500 and Pioneer's CMX-5000.) This time around we'll step back for a broader view of what's currently available from the major manufacturers in this arena.

Keep in mind that this is not a review of each CD player but a comparison of features and prices. We will point out functions unique to certain units, but it's up to you to find out how each player feels in action. Test drive players that interest you to see which features are most useful for your style of mixing. For example, the seamless loop function on one unit may be easier for you to use than the one on another unit. In other words, check the specs, then go to the store!

We'll be looking at the following units: the American DJ DCD-PRO500, Denon DN-2600F, Gem Sound CD-55, Gemini Sound Products CD-340, next! by Stanton NCD-7000, Numark CDN-34S, Pioneer CMX-5000, Tascam CD-302, and Vestax CDX-35.

These units are obviously the cream of the dual CDP crop. Their list prices reveal this, as most of them hover above or just below the $1,000 mark. Before this discourages you, however, remember that in most cases you'll be able to find them for sale at substantially lower prices. Shop around before you cough up your cash.

Go configure

The 3-rackspace controller / 2-rackspace player configuration is the most common one in the 19" dual CDP world. There are, however, some interesting exceptions to be found in our current lineup. If you are looking for the smallest footprint, the Gem CD-55's remote takes up only 2 spaces. The other companies (except 19" newcomers Tascam and Pioneer) offer models with 2U controllers but with fewer bells and whistles than the ones mentioned here.

More dramatic alternatives are available from Vestax and Tascam. Tascam's CD-302 is packaged as a typical dual deck but the two control sections can be separated if needed. The Vestax CDX-35 is actually sold as a single controller/player combination with the ability to add on another player or controller as needed. Optional brackets let you fit the individual pieces into a 19" rack. A single controller can run two players by switching between A and B. It can also control play, pause and cue on the unselected player while the selected one is fully operational. For more precise mixing, you can add another controller later.

Safe and sound

The Pioneer CMX-5000 is the only one among these units to offer an alternative to the ubiquitous drawer-loading transport. Rather than join the crowd, they stuck with the front slot-loading mechanism familiar to anyone who has used Pioneer's single CD players. Advantages to this system are the lack of a drawer sticking out to get bumped and faster potential cue-up time.

If you forget to close your drawer, the majority of these players have you covered. Six out of nine have an automatic closing function that kicks in after thirty or sixty seconds. A number of the models also shut down the transport motor after a period of inactivity (sleep mode).

Once the CD is inside the player and you're jamming, what about protection from skipping? Most manufacturers are relying on digital buffer memories that read ahead on the track you're playing. Usually the player's laser needs only a few seconds to find its place again after being bumped, so the average buffer time is ten seconds. Numark's CDN-34S is the current champion with 12 seconds per drive. The DCD-PRO500 from American DJ employs a unique mechanical anti-skip protection design.

Start me up

Part of what makes these professional DJ CD players is their advanced technology for simply getting the song started. All feature "instant-start," meaning that there is no noticeable delay between pressing the start button and

having the track begin. "True" instant start is arguably 0.015 seconds or less. (Numark and Gemini list this figure for their players; Pioneer lists 0.01.) Some of the players also have a function to eliminate any "dead air" at the beginning of a track. This is usually called auto-cue. These terms are sometimes used interchangeably, so your best bet is to get your hands on the units you're interested in and give them a start-up torture test of your own!

A number of models offer an automatic "fader start" function. This feature enables the player to start a track playing in response to the movement of the crossfader on a compatible mixer (typically the same brand).

RIGHTONTHE BUTTONS

There are generally two types of buttons on the CD players: 1) essential controls like cue, play/pause and track search as well as 2) special feature controls. Many of these special features are quickly becoming standard. You'll find all the essential buttons on the units mentioned here, with Gemini also offering an additional cue button for each transport. Another unique cue design worth mentioning is Vestax's new "point focus" feature, found on their CDX-35. It allows you to adjust the amount of looped sound triggered when you hit the cue button from 0.013 up to 3 seconds. This can eliminate the need for repeated button pushing to locate your desired cue point.

As for special features, each player offers variations on common themes. One theme is instant access. A few models let you save cue points, loops, entire tracks, or samples that can be triggered immediately at the touch of a button. This feature is variously called "hot," "flash" or "instant" start. Some players, like the NCD-7000, assign cue points to a number of buttons (in this case ten per side), while others contain memory banks that can store more information. These require an extra button-push or two to set up before your performance. Tascam's CD-302 allows you to store up to a thousand pieces of data for later use. Direct track access buttons seem to be out of favor at the moment, as only three units have them. As an alternative, the DN-2600F has a rotary track selector knob, which you turn and press to access tracks and other info.

Island Cases...
The DJ Specialists!

Island Cases
1121-20 Lincoln Avenue • Holbrook, NY 11741
Toll Free: 800-343-1433 • In NY: 516-563-0773
Fax: 516-563-1390

Your #1 source
for props & novelties
for all occasions
PINTO
NOVELTY CO.

The BIG 5 SALE
IS BACK
You don't have to buy
by the case to get
the case prices on
these selected items!!!

5DZ Blues Sunglasses $20
5DZ Inflatable Mic $15
5DZ Discoball Necklaces $15
5DZ 16" Beach Balls $20
5DZ Gangster Hats $40
5DZ Tricolor Maracas $25
5DZ Multicolored Leis $10.50
Poly Jumbo
also BIG SALE on BIG FEET Inflatable
1 DZpr. $12

Call for our color catalogue! Great Prices Great Deals

AMERICAN EXPRESS
MasterCard
VISA
(800) 854-8490
www.partypinto.com
NY (718) 332-8131 FAX (718) 332-8141

DJSHOPPER

Another important function for dance music manipulation is looping. The term "seamless loop" is becoming more of a reality as the players with this capability are offering better and better resolution. The Numark and Pioneer models allow you to edit your loops, while The DCD-PRO500 can reverse them. Denon's DN-2600F features two separate loops for each transport.

Gettin' joggy wit' it

The jog/shuttle wheel has become an essential tool for mixing. All the players here allow multi-speed searching and scanning with

their wheels. The trend has also been toward a more vinyl-like response, with the wheel directly triggering the sound of the CD and changing pitch according to the rate of spin. Most of the units let you use the jog wheel to play tracks in reverse; the CDX-35 also provides a button for this function. For pitch or key changes that don't need to be "on-the-fly", each player also provides a slider for precise settings. An interesting control alternative is found on the Gem CD-55. Along with jog dials, it also has joystick that controls both cueing and pitch bend.

cont'd page 48

THE BEST ENTERTAINERS ON THE PLANET USE DJ SIGNS

SHOULDN'T YOU???

Point your party in the right direction! DJ Signs energize the dance floor and add spectator participation for the total party atmosphere! Liven up prize drawings, fashion shows, gifts and awards presentations! DJ Signs create sensational suggestions that bring about the reaction every DJ looks for!

Only $25.00 each, but if you mention you saw this ad in Mobile Beat Magazine, receive 20% off! Each sign is double-sided with a different message: Choose from

APPLAUSE / LOUDER
FOLLOW ME / HOT HOT HOT
KISS HER / KISS HIM
CLAP ALONG / SING ALONG
THIS WAY / THAT WAY
OOH / AAH
MAKE SOME NOISE / HANDS UP!
....and more

Mention this ad and receive a 20% discount on DJ Signs!

Durable FULL COLOR 18"x24" Signs

BRIGHT EYES
DJ GLASSES
ONLY $15
These new hot DJ glasses are going fast...
Don't miss out... Order yours today!
1-407-331-3600
Available with white, blue or red bulbs!

"How NOT To Make A Request" DJ BOOTH SIGNS

Finally, a poster sign you can hang on your dj-booth to answer some of the dumbest things ever said to a DJ! Make 'em THINK before they SPEAK!

12" x 18" Laminated Poster - Only $7.00 plus shipping

Order Now! 1-407-331-3600

PROMO ONLY®
www.promoonly.com

Club View

Life in "The Outer Limit"

Like a Phoenix rising from the ashes, the former Cinema South Carmike movie theater in Nashville has been transformed into The Outer Limit. The three million dollar project, which opened to rave reviews last June, features four state-of-the-art nightclubs under one roof. Thanks to some very ingenious engineering, the 25,000 sq.ft. building required no structural changes. Even the sloped floors were used in the design of the massive year-long project.

The centerpiece, in what was the former theatre lobby, is the Nexus Grill, a laid-back '50s style diner. Theater #1 is now Club Hysteria, a live music venue dedicated to presenting the best local and national talent to Nashvillians. This venue screams for live music with a multilevel stage and a cutting edge sound and lighting system.

Theater #2 has been transformed into the

Club Lava Lair

Lava Lair, an underground cave with a fire breathing dragon, an exploding volcano and laser light show pulsing to techno and house music. The thermometer-shaped dance floor is washed by an incredible light show with a moving truss, designed by Martin . The mood of the club is dark, with several large stone carved entrances and giant gargoyles placed around the room.

Theater #3 is now Coconutz Karaoke Fun Bar where you can sit on a beach in an Adirondack chair and watch the fun. This room is set in a tropical paradise with a giant waterfall on stage.

Theater #4 is the flagship room of The Outer Limit, called Neptune's. Imagine dancing on the bow of a 75-foot sunken pirate ship. The Bubble Room is a former projection booth that serves as a VIP-only room overlooking the bow of the ship in Neptune's. The main bar is decorated with a 36-foot long bubble

Club Hysteria

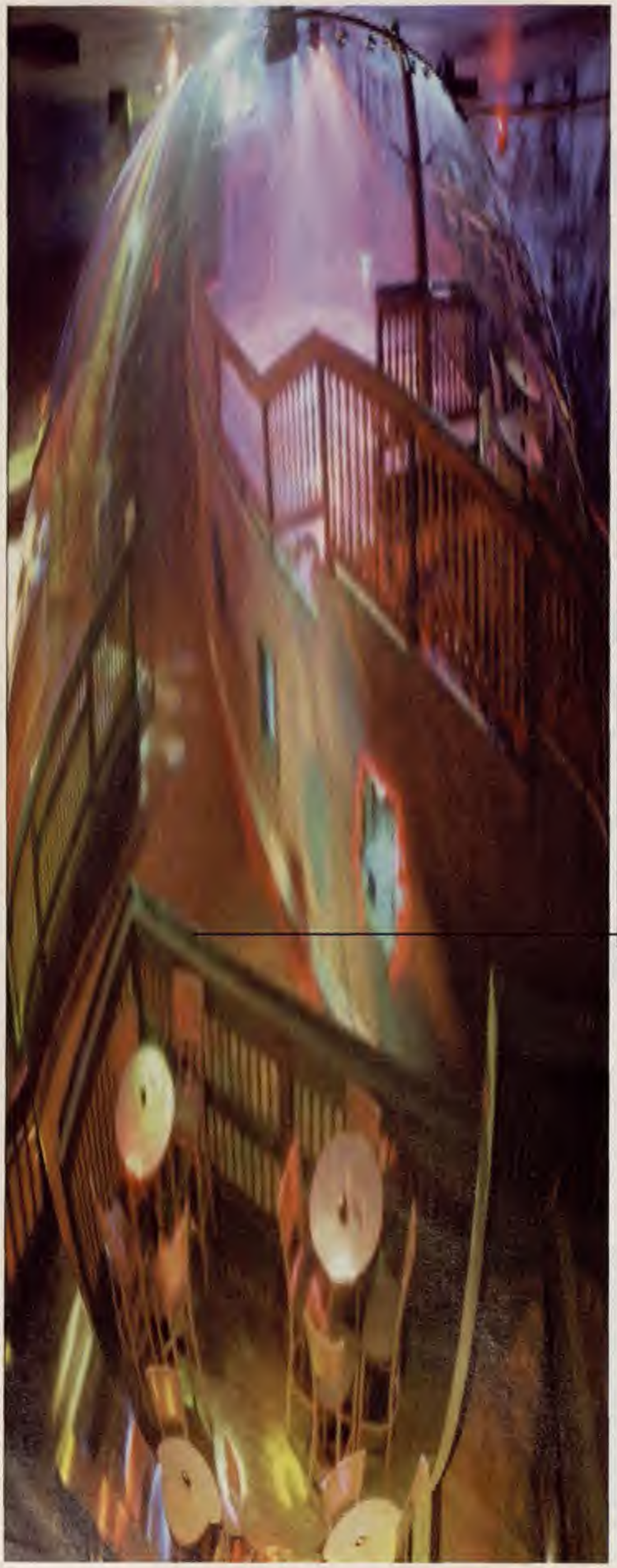
wall with an incredible mermaid mural painted behind it. Moving oil lights create the sense that you are actually underwater. Weekly attendance is over 5,000 and still growing at a fast pace with some nights having a 90-minute wait to enter the club.

The nightclub is owned and operated by Anthony Fidanza who has overseen several multi-venues across the country. Construction of each venue was designed and implemented by David Goodson of Masterpiece Studios, with music for all 4 rooms provided by The Source DJ Music Supply. If you're planning a visit to Nashville click on http://www.theouterlimit.com to plan your nightly party schedule. This amazing club is worth the trip. Make sure you say hi to Ace on deck in the DJ booth at Neptune's.

Dennis "Ace" Swartz is the entertainment director for suburban Nashville's The Outer Limit. Initially a mobile operator, Swartz has six years of club experience, spinning at clubs like Graham Central Station, Bellbottoms, Club Mere' Bulles and other popular venues. On assignment for Mobile Beat, Dave Kreiner caught up with Ace recently in the booth at Neptune's, situated just in front of the captain's wheel.

Mobile Beat: What's the most popular music format in your clubs?

Ace: Top 40, a little hip hop, modern rock, and party songs. People want to hear music they know early so they feel comfortable, then I hit



them with the new stuff after 11PM. If they want harder-edged dance music, they can go to Lava Lair. There's so much variety here under one roof. Just because we're in Nashville doesn't mean we play country music!"

Club Neptunes

MB: What are your responsibilities?

Ace: I monitor the formats of the DJs in all four rooms, the two audio engineers and the karaoke host, and I also DJ in Neptune's. I give the DJs creative freedom in their sets, but they have to stay within the guidelines for the room. With four different concepts under one roof, we have to keep the integrity of each club's musical format and make sure they don't sound the same or play the same music.

MB: Do you see any particular trends in musical styles?

Ace: Latin is still picking up momentum with Latin House and better high-energy euro pop dance music like Eiffel 65, Sonique, Alice DJ and others making their way from club to radio. Hip Hop is still strong but we have dropped our nightly percentages. Seventies is way dead but eighties is still big. It is definitely trending back to newer, higher BPM dance music.

MB: Tell us about your own DJ style.

Ace: It's all in the presentation. I can play a lot of "left turn" music (a big departure from current programming, ie: a dance set into "Don't Rock the Boat") and get away with it because I set it up with big hits on either side of the left turn song. I never program the same songs in the same order to avoid being predictable. In fact, our variety of music programming sets us apart from any club in the city.

MB: What about promotions?

Ace: We are a very promotion-driven venue. We have salsa dancing on Saturday with dance instructors, a Chrysler "PT Cruiser" giveaway, a "Barely Legal" bikini contest on Sunday, and a different male review on Wednesday for the ladies. We have two live radio remotes with WRVW 107.5 in the Top 40 room, and a live remote with 102.9 "The Buzz" and college student night on Friday. Two national touring live bands a month, such as Warrant, Skid Row, Bullet Boys, Quiet Riot, and other tribute bands appear in Club Hysteria.

David Kreiner is the owner of The Source DJ Music Supply. They are the nation's largest supplier for mobile and nightclub DJs with CD compilations, 12" vinyl, remixes and much more. For a free catalog call 800-775-3472, email SCMSRECORD@aol.com, or surf www.thesourceformusic.com

A.D.J.A.

"Best Technical DJ of the Year 2000"
Awarded by the American Disc Jockey Association

dlc productions

Dick Clark Productions,® Royal Carribean,® and Circus Circus® use DJPower's audio and video systems in their clubs 24 hours a day, 7 days a week!

till lugging around heavy equipment?
till rummaging through your CDs?
ut it all in your lap!

DJPower®

Originator of the MP3 mixer!

HECK THIS OUT!
VE HAVEN'T EVEN BEGUN!

NOW WITH VIDEO MIXING!
AUTO/MANUAL BEAT MIXING
WITH TWO SOUNDCARDS!
Mixes like your existing
beat mixer plus more!

THER FEATURES:

- Originators of MP3 mixing
- Full Karaoke and Video
- Customizable screen
- Optional full remote control
- Full pitch/volume control
- Beat counter and full equalizer
- Full automatic recording studio
- Program entire events in advance
- Optional easy-to-use touch screen
- No compromise on sound quality
- Full auto compression/conversion studio
- Requested songs always at your fingertips
- Program your own mixes/hot buttons
- Keep an entire year's worth of event history

Windows98 Audio MP3 Complete packages available

The world's smallest professional DJ sound system! ™

Download a FREE demo at www.djpower.com!

501 Deodara Dr • Los Altos CA 94024 • 650.964.5339 • djpower@djpower.com

UPSTAIRS RECORDS
Serving DJs and Music Lovers Since 1989
140 58th Street, Suite 6W Dept. M800
Brooklyn, NY 11220-2521
ORDER TOLL-FREE
800-4-UPSTAIRS (800) 487-7824
Fax: 888-666-UPSTAIRS (888) 666-8778
www.upstairsrecords.com
CHAUVET
$599.99
TRACKSCAN
• 9 gobos plus spot
• 9 dichroic colors plus white
• 2 separate wheels for gobos and colors
• Strobes 1 to 7 FPS
• Pan 180 degrees in .7 seconds
• Tilts 85 degrees in .35 seconds
• DMX-512 controllable
Free Catalog!
Get the Catalog DJs request most often
gemini
Disc-O-Mix
CD Player Package
$499.99
• 2 CDJ-10 Top Loading CD Players
• 1 PMX-40 2-Channel Stereo Preamp Mixer
• 1 CDJ-1040 Carpeted Road Case
• HPM-80 single cup stereo headphone w/mic
• 6 dual RCA cable
• Includes Free gemini hat
• Compact Size: 27½" W x 12⅞" D x 5½" H, 29 lbs
Pioneer
CMX-5000
Dual CD Player
NEW!
Call For Price!
Pioneer's 1st Ever Rack Mount Dual CD Player Features:
• Auto Mixing - mixes your CD's automatically according to BPM
• Back Cueing, Cue to Music and Cue Point Sampling • Instant Fader Start
• Large Jog Dial •Master Tempo - Changes the tempo without the pitch and vice versa
• Now also reads CD-R discs and even CD-RW
• Real-Time Seamless Looping & Re-Looping
NEW!
DENON
DN2600F
Dual CD Player
• Hot Start Playback Function
• 15 seconds of music can be sampled independently for drives 1 & 2
• Seamless Looping • Digi-Scratch
• Instant Start (00.1 seconds)
• Effectors (Filters/Reverb/Flanger)
• Memo Function
• Brake/Platter Emulation
• Key Control/Key Adjust
Call For Price!
Source Code MB00

Totally Hip and Hollywood

As an experienced club promoter and owner, Bruce Perdew knew exactly what he wanted in an entertainment environment when he opened "Club Blue" in Hollywood: a club designed to meet the demand for a diverse mix of cutting-edge music, along with an exciting, trendy atmosphere.

Perdew and partners took an old 8000 sq. ft. theater and transformed it into one of Hollywood's hottest dance clubs. They divided the club into two rooms, each featuring a different style of music on any given night of the week. Depending on the evening, those who step onto Club Blue's two dance floors may find music ranging from hypnotic trance to eerie goth, the rapture of rave or the ever-popular alternative music.

To accompany the music, the club offers a wild light show, which is built around the selected theme for the night. In order to provide the versatile effects needed to create a spectacular light show night after night, an ensemble of fixtures and controllers from American DJ were chosen for the job.

As well as being the owner of this roaring club, Perdew says that he is "one who likes to have his fingers in everything." He personally hand-picked each of the lighting effects that would be used in Club Blue. "I chose American DJ lighting, because I have had good experiences with their products in the past," said Perdew, "Their products provide the flexibility we need to accompany the wide range of music we play. Using American DJ fixtures and controllers, we can completely change the light show so that it complements whatever style of music we're playing on a particular night."

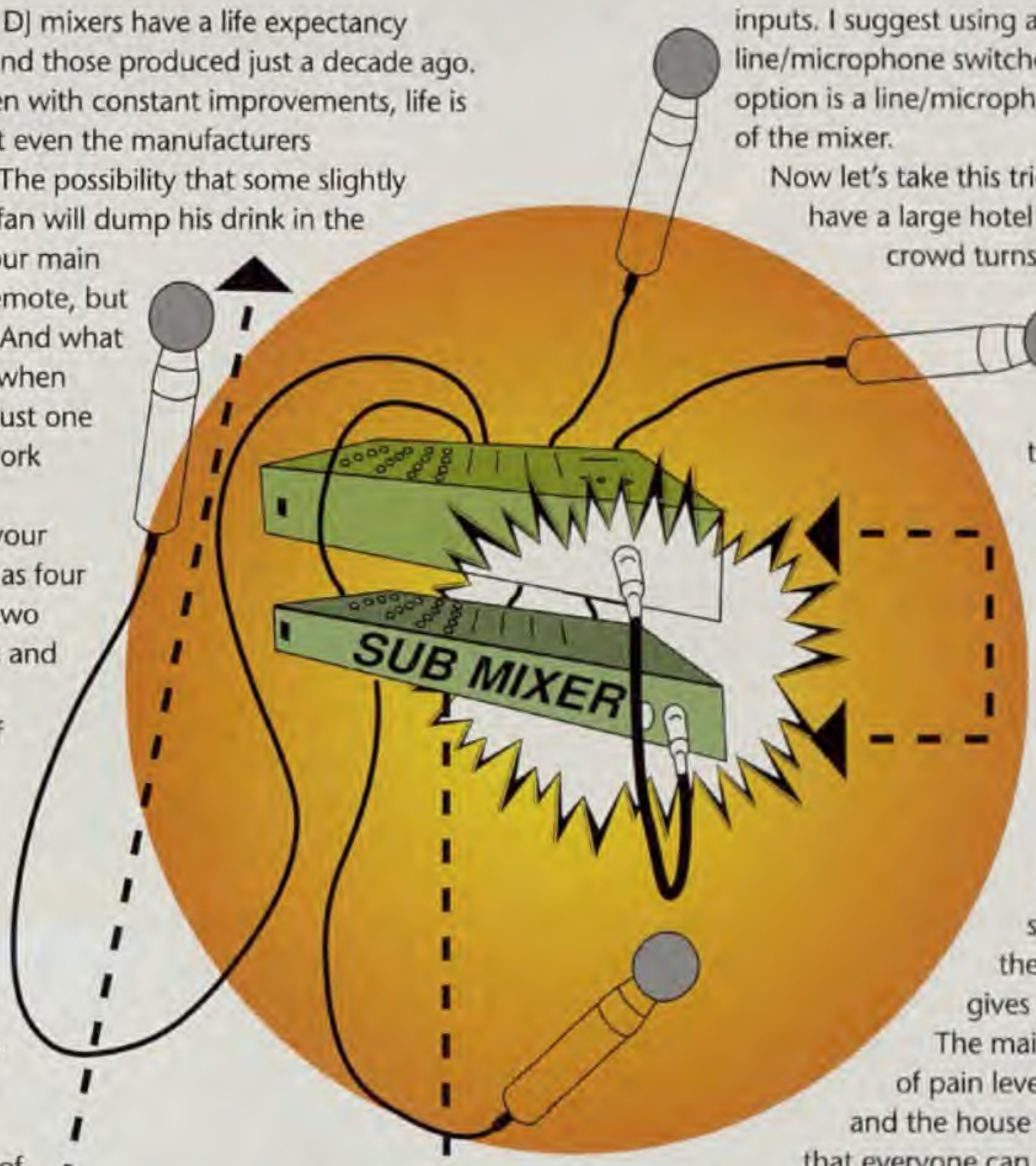
To provide this wide diversity, Perdew chose 18 Mighty Scans, 2 Fan 1000s, 14 Sparkles, 6 Color Gems, 6 150 DMX Strobe Lites, 2 Groove Wheels, 20 PL 1000Clube Pin Spots. Pulling all these breath-taking effects together are three American DJ controllers: 2 Show Designers, and a DMX Operator. Along with multi-color beams and gobos, Perdew added some more unusual effects. For example, the Groove Wheel is a professional oil wheel projector which—as its name suggests—will take anyone back to the "groovy" '60s with its psychedelic patterns and colors. The responsibility of installing the new lighting system in Club Blue was given to Dave Meek, a lighting contractor with No Static (Gardena, California, 1-888-NO STATIC. With its exhilarating environment, Club Blue become a destination where the "hip and trendy" gather for a night out on the town. Its dance floors are usually packed with a capacity crowd of over 650 people.

9 35 2 TALK about SUB MIXERS

By Mike Starnes

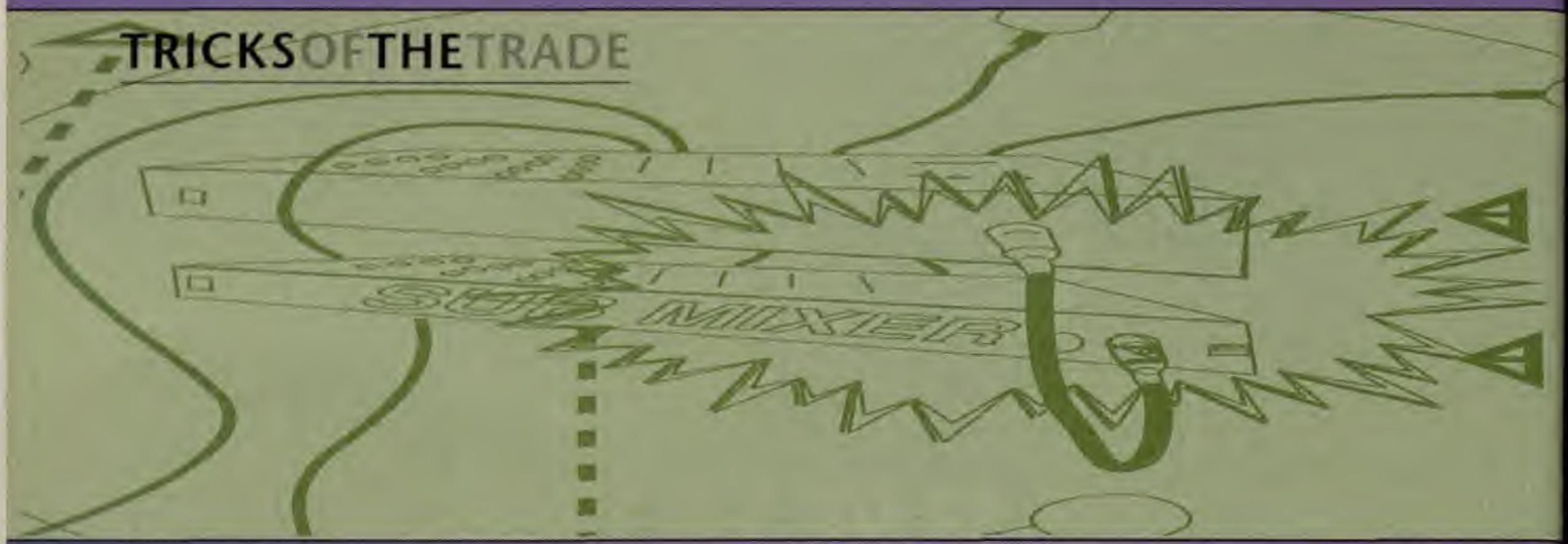
Most new DJ mixers have a life expectancy far beyond those produced just a decade ago. Yet, even with constant improvements, life is full of surprises that even the manufacturers can't engineer for. The possibility that some slightly "enthused" music fan will dump his drink in the sliders and toast your main mixer may seem remote, but accidents happen. And what about those times when you wish you had just one more channel to work with?

Let us suppose your average DJ mixer has four sliders controlling two microphone inputs and four to six line-ins. Since the output of most DJ mixers is high impedance line level, you should be able to use your backup mixer as a sub mixer. To do this, simply connect the output of the sub mixer into any working line input of the regular mixer. This subtracts one channel from the main mixer but adds a number of channels via the sub mixer. Suppose you have two phono inputs, six lines, and two microphone inputs in your mixer. The sub mixer gives you extra mic and line inputs. I suggest using a single rack space mixer with line/microphone switches in each channel. A valuable option is a line/microphone level switch on the output of the mixer.



Now let's take this trick on the road. Let's say you have a large hotel or convention center gig. The crowd turns out to be four times what your client expected. There's a great house PA in the room, but how do you get your line level to match the required mic level of the house system? You simply connect the tape output of your main mixer into the sub mixer. You can then patch the microphone level output of the sub mixer into the nearest house microphone level input (with permission, of course) through a convenient wall jack. With the output of the sub mixer switched to microphone level, the volume control on that mixer gives you two "zones" of volume. The main system controls the threshold of pain level on the dance floor (as usual), and the house system acts as a fill system so that everyone can hear, but the off dance floor levels are lower (controlled by you).

Part-time Karaoke Jocks will appreciate being able to add extra microphones through the use of the second mixer. Please note, however, that extreme caution must be used when matching the gains of the two mixers in use by you and the house systems. Since the record



output is a constant level you should always give yourself some extra headroom. There is the potential of damage to the house system since most hotel systems in use are 8" ceiling speakers with 70 volt transformers.

More, you say?

Are you anticipating your crowd requests by printing copies of the weekly Billboard charts from www.billboard.com? Are you double-checking them with the Rick Dees Weekly Top 40 from www.rickdees.com? Are you still lugging around the ring binders with your music since the old computer is earthbound? Now is the time to check out those cheap laptops that can replace several ring binders. I have a black and white unit that my computer service tech traded me for next to nothing.

Have you offered your services to the local Chamber of Commerce as a Fourth of July (or any holiday) parade MC with sound system? Have you tried music for car auctions? Have you done a dog show (not a dog and pony show)? Most of these functions can be very financially rewarding. They can also be done with small speakers on stands, in most cases.

One of our local DJ companies does a mailer to the apartment association in his city. He offers, in the spring and summer months, a radically reduced rate for three or four hours near the apartment pool as long as the party is over by 5:30 or 6 PM. This enables him to do two events in one day most of the summer.

Another trick is to pay close attention to the set-up crews at all of the local hotels in which you play. Making friends with them is mandatory, but I always go one step beyond. I set up early to sound check the system (Doesn't everyone?) and then I read the room. In our area of the world there is a large section of the workforce in the hotel industry that is Hispanic. I play music to their taste while they are putting the finishing touches on the room. This practice has secured me several high profile employee parties at the hotels. These are typically in "off times" since the hotels have to book their events around their mainstream events. Good manners and courtesy with the hotel employees can result in quick set ups, free food, load out assistance, and a good feeling when even the employees dance to your tunes.

Remember to send us your ideas. As a survivor of tornadoes and floods at DJ gigs I can safely say, "Be careful, it's a jungle out there!"

Tricks of the Trade is devoted to exposing and sharing any and every little trick or tip that can save you time, money, or generally improve your quality of life as a DJ. If you have a trick to share, fax it to 716-385-3637 or e-mail it to trick@mobilebeat.com

Mike Starnes is the Director of Marketing and Sales for Anvil Cases, Calzone Case Company, and the Majecal Case Company. For more than 25 years he has owned his own DJ company with a client base that includes major record labels, multiple radio stations, national conventions, and several hotel and restaurant chains. He never lets a little thing like the truth stand in the way of a good story.

Entering A New Era . . .

CHAUVET®
Value · Innovation · Performance

Chauvet enters a new era with a bold, invigorating new look
emphasizing our ongoing commitment to

Value · Innovation · Performance

The V.I.P. treatment is guaranteed to each and every one of our customers.

CH-211 Starburst
Master and 3 slaves
Interchangeable with CH-210

Compact DJ Series™

CH-210 Tracer
Master and 3 slaves
Interchangeable with CH-211

Compact DJ Series™

Mix and Match

CH-419 Sweeper
Sweeps the room with beams
in everchanging colors

600 Watts

www.chauvetlighting.com

Main Office Chauvet Hollywood, Florida
Phone:1-954-929-1115 · 1-800-762-1084
Fax: 1-954-929-5560 · 1-800-544-4898

Chauvet Europe Limited Leeds U.K.
Phone: +44 (0) 113 276-0755
Fax: +44 (0) 113 277-6675

PARTS EXPRESS
ELECTRONICS & MORE
www.partsexpress.com

IF YOU'RE A DJ, THIS IS THE WEBSITE YOU NEED TO SEE!

- 24 Hour Shopping 7 Days a Week
- Many Search Options
- Secure Ordering
- E-Mail Sales Flyer
- Web Only Specials and Clearance
- Technical Talk
- Many Great Products

CALL TOLL FREE:
To order our print catalog or place an order by phone!
1-800-338-0531
Source Code: MBM

725 Pleasant Valley Dr., Springboro, OH 45066-1158
Phone: 513-743-3000 FAX: 513-743-1677
E-Mail: sales@parts-express.com
Web Site: www.partsexpress.com

DJSHOPPER

EASY DOES IT

Do you want even more convenient mobile mixing? A number of units provide a relay play or "flip-flop" function, which automatically alternates between each transport, playing successive tracks. Last issue Henry Collins detailed the CMX-5000's automix functions, which take programmed play even a step further. Tascam included automatic tempo sync and beat sync on the CD-302 to make beat matching easier.

Ever-increasing ease and control seem to characterize the constant progress in the 19" dual CD player game. The competition remains fierce; hopefully this overview has given you a little more to go on when you start adding up the scores.

19" DUAL CD PLAYERS	Am DJ DCD-PRO500	Denon DN-2600F	GemSound CD-55	Gemini CD-340	next! by Stanton NCD-7000	Numark CDN-34S	Pioneer CMX-5000	Tascam CD-302	Vestax CDX-35
MSRP	$1249.99	$1650.00	$799.00	$999.95	$995.00	$1050.00	$1,799.00	$1,300.00	$1,499 / $470
CONFIG	C=3U P=2U	C=3U P=2U	C=2U P=2U	C=3U P=2U	C=3U P=2U	C=3U P=2U	C=3U P=2U	C=5U* P=2U	C=4U** P=2U**
LOADING	DRAWER	DRAWER	DRAWER	DRAWER	DRAWER	DRAWER	SLOT	DRAWER	DRAWER
DISPLAY	LCD	LED	LCD	LCD	LCD	LCD	LED	LED	LED
AUTO CLOSE	YES	YES	YES		YES	YES	NA	YES	
SLEEP	YES	YES			YES			YES	
SHOCK PROTECT	MECH.	10 SEC/SIDE		10 SEC/SIDE		12 SEC/SIDE	8 SEC/SIDE	10 SEC/SIDE	
INSTANT START	YES	YES	YES	YES	YES	YES	YES	YES	YES
AUTO-CUE	YES	YES	YES	YES	YES	YES	YES	YES	YES
FADER START	YES	YES		YES	YES	YES	YES	YES	
PROGRAM	30/30	YES		YES	30/30	30	YES	30	
RELAY-PLAY	YES		YES		YES		AUTO-MIX		YES
DIRECT ACCESS	KEYPAD			10/10					
INSTANT ACCESS	6/6	2/2			10/10			10/10	
MEMORY	80 ITEMS	300 ITEMS						1000 ITEMS	
SEAMLESS LOOP	YES	YES (2/SIDE)			YES	YES	YES	YES	YES
JOG DIAL	SEARCH BEND	SEARCH ±KEY BRAKE	SEARCH REVERSE STUTTER	SEARCH REVERSE STUTTER	SEARCH BEND	SEARCH REVERSE STUTTER	SEARCH REVERSE	SEARCH SCRATCH	SEARCH REVERSE ±PITCH
	P-8,12,16 B-16	P-10,16 B-32	P-8,16 B-16 JOYSTICK	P-8,12,16 B-16	P-8,12,16 B-16	P-12 B-16	T-6/10/16 P/B-6	T/P-8,16,32	T-10 P-20

NOTES: Prices are manufacturers' suggested retail prices (MSPR). Actual retail prices are typically lower.

The EV Sx300™ has the guts to outperform the competition.

Clean, powerful sound

RMD® Technology (Ring-Mode Decoupling), the same concert technology found in EV's award-winning X-Array™ Series, creates precise speaker intelligibility and clean, powerful performance across all volume levels. RMD removes mechanical and acoustic resonances in the enclosure and components so only "pure audio" remains.

Bright, crisp highs

VariPath® Throat Geometry, another EV innovation, provides smooth, extended response and detailed, accurate highs from our exclusive constant-directivity HF horns.

Chest-pounding bass

Sx-Series™ Woofers have cast-frames and incredibly heavy-duty magnet structures. The result is unrivaled bass response that lets your audience "feel" the performance.

Protect your investment

The EV PRO® Circuit protects the compression driver from damage if a dangerous condition occurs. Plus, the entire speaker is built within a durable, easy-to-carry case that stands up to the toughest road conditions.

The PSX1000 system combines two Sx300 speakers with a "matched component" PSX1000 powered mixer, ensuring top input-to-output performance from the individual components. EV, the world leader in sound reinforcement, offers matched systems for all speakers in the Sx Series.

Before you buy sound-reinforcement speakers, find out what's inside 'em

Only EV, the pioneer of professional speakers, packs such a huge level of technology into a portable and rugged 39-pound case. You can pay less for sound reinforcement speakers, but "less" is exactly what you'll get. So go ahead and compare the others... we have a gut feeling you'll make the clear choice.

EV EVERYWHERE™

Call today!
1-800-667-3968
www.electrovoice.com

©Telex Communications, Inc.

ProDJ.Com

The Internet's Source For DJs
http://www.prodj.com

consists of many sites including:

START ProDJ.com
Where The Internet Starts For DJs

Tons of Conversations, News, Contests, Convention Coverage and More All Customizable To YOU!

DJUNIVERSITY AT PRODJ.COM EST. 1998

Definitive Learning Center For Djs

MALL ProDJ.com

The Shopping Ground For Djs Plus A Classifieds Area and More!

and much more at http://www.prodj.com

Does Anybody Know Where Your Web Site Is?

You may have a web site but what good does it do if no-one can find it? ProDJ.Com solves that problem with getting you in on marketing with some of the hottest wedding web sites and search engines on the Internet. ProDJ.Com receives thousands of brides through it's door weekly and they find their way to the people who host sites or market with us!

Call (800) 25-PRO-DJ for more information or check out http://www.mydjservice.com today!

Lynda Schoon shows off Pyle's PYD1950, a four channel mixer with 2TT, 6 line and 2 mic inputs, assignable crossfader and dual ten-band equalization.

NSCA Report

With technology advancing at an ever increasing rate, purveryors of pro sound products are grasping every opportunity to showcase their hottest wares. At the National System Contractor's Show (NSCA) in Las Vegas (4/29-5/1) major players in the DJ/karaoke marketplace were in the mix to demonstrate the wide and varied applications for their products. As the name implies, NSCA is a traditional show for designers of electronic systems. Under that umbrella you'll find typical 8 sound systems, 70volt house sound systems, video systems, alarm and phone systems, and countless products directly and indirectly related. Barry Seiden of Gem Sound explained it like this, "This show attracts people who want to know every detail of how our products work... they are very conscious of the specs... price, on the other hand, is not a huge priority. Theirconcern is how well a particular product will fit into the whole system, whether it be a club, church or somewhere else. It's much different than a DJ show."

Traditionally, NSCA has had it's own "look and feel." All booths have been the same size, backdrops have been limited to below eye level and sound demonstrations have been restricted to special demo rooms removed from the show floor. Show producers have decided, however, to go the way of LDI and NAMM and drop some of the restrictions for the next event, scheduled for March 8-10, 2001 in Orlando.

For use in clubs, for karaoke or as a submixer for your DJ system, Numark's RM6 has 6 line, 1 phono and 3 mic inputs (one on front) which can be assigned to 2 zone outputs (balanced and unbalanced). Fingertip front panel control for 3-bands of EQ, gain and panning for each zone are easily accesible.

Alfred Gonzales with a rackfull of new lighting controllers from American DJ. A top schoice for mobile use is the Light Station which provides DMX control for par cans and effetcts. Loop, Chase and 30 programs included.

Gemini's new SP-1 Circle Surround Sound Processor provides for home theatre sound on the dancefloor. Features include 4 different outputs plus sub and a built-in electronic crossover.

Steve Welch from Bose with the new Panaray LT9702, designed for long throw.

Representing the karaoke side, Haw-Renn Chen of H & F technologies was on hand with a complete line of microphones and two new mixers well equipped for permanent or portable applications.

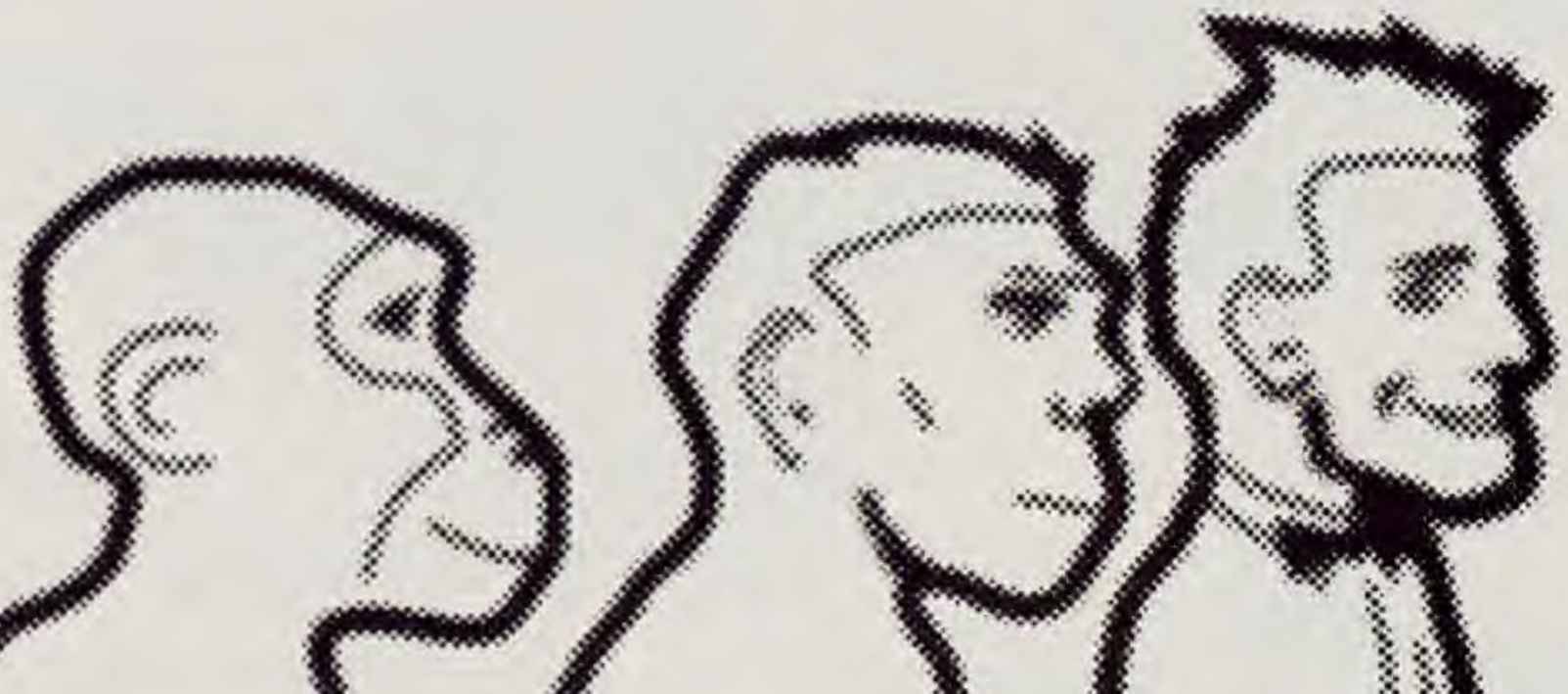
Retro?

The new RANE MP 2016 may look like a retro rotary mixer, but there's nothing retro about it, except the looks. Rane has incorporated state-of-the-art componentry to provide you with the classic rotary look and feel, but the very latest in technology.

For the ultimate in mixology, invest in the optional XP 2016 for added features such as 3-band full cut Accelerated-Slope™ tone controls on each input bus, A-POST-B assign switches and Active-Crossfader™ with contour control. Also included is a Stereo Master/Cue Meter with Peak Hold.

Rane Corporation TEL 425.355.6000 FAX 425.347.7757 URL www.rane.com
In Canada: Omnimedia Corporation TEL 514.636.9971 FAX 514.636.5347

RANE



The Evolution of the DJ

Are you facing extinction?

By Mike Ficher

Do you find yourself hesitating after telling someone you're a Mobile DJ knowing that nine out of ten times the next question will be, "Really?... What's a Mobile DJ?"

It's a fact that what you and I do requires more than a simple explanation. The good news, however, is that the term "Mobile DJ" is rapidly going the way of the 8-track tape, the 45rpm single and digital compact cassettes.

Considering that the term "Disc Jockey" primarily describes someone who programs recorded music wrapped around a bit of entertaining vocal patter, we must ask ourselves just how well does that describe what we do? Has this term, originally coined in the early 1950s, become too narrow? Is it too limiting? Don't most of your clients want someone who does more than just provide recorded music with a bit of entertaining patter?

Here in the new millennium the playing field has been leveled by technology. Clients are seeking greater return on their entertainment investment and Mobile Jocks are looking for ways to meet the demand for more individualized events. Perhaps we could benefit by broadening the perception of who we are and what we do. Maybe it's time to adopt a new name for an ever-evolving profession!

What we do...

Our clients are certainly expanding their view of what we do—maybe we should, too. In the infancy of the MDJ profession, a cool stereo system, an expansive record or cassette library and the willingness to travel and establish a presence on-site was a sufficient foundation for a respectable business. Now clients ask, "Is that all you do?"

At random moments during the last three decades, some mobiles have offered variations on the basic DJ theme. Some jocks have accompanied their recorded selections with live musical instruments; some have sung a few tunes along with pre-recorded background tracks; and some, including my own company, have carved a niche by offering dance instruction and/or performances as an option to the entertainment package. These novel twists on the format remain exceptions rather than a perceptible trend.

The ever growing sophistication of clients' demands, the changing nature of events, and the relentless acceleration of technology are coaxing us to emerge from the cocoon of the console and be much more than just a disc spinner. Clients want events tailored to their tastes and

whims rather than just a "packaged show."

In a three-day period recently, I received inquiries from clients interested in rock of the '80s; contemporary Latin rock for a wedding; opera, Broadway and '50s/'60s for a birthday party; country-dance instruction and music for a daytime corporate event. Is this eclectic mix becoming the norm for you as well?

More and more, event planners are complementing DJs with other entertainers, seeking more than just background and dance music and a standout audio system. DJs are working shows right alongside hypnotists, magicians, Elvis impersonators, Chinese dragon dancers, bands, dance instructors, you name it.

How we do it...

The unending progression of technology portends a revolution in the way we store and deliver our audio product. MP3s are becoming the norm for high school and college students. Will they become another prominent medium for DJs, like mini-discs? How about DVDs? What's the next compression technology waiting just over the silicon hill?

With satellite music services threatening the increasingly homogeneous and commercialized radio airwaves, will an aspiring entrepreneur capitalize on radio's familiarity to develop a series of direct feeds for parties?

The climax of the convergence of these trends has yet to be played out in the mobile entertainment industry. Certainly, though, mobiles are aware of the tidal wave developing.

Witness the standing-room-only attendance for Mark Ferrell's three seminars at the Mobile Beat convention in Las Vegas. The $1,200 client fee wasn't the sole hook. Jocks were embracing the message of perceived value, listening to the overture for adherence to ethics and standards, and keenly seizing ways to educate clients on what a professional jock offers.

Witness the overflow crowd at The Dance Workshop, the DJ All-Stars Revue and Icebreakers Seminar. Mobile entertainers across the board are seeking the means to increase their value to their clients, to engage and invigorate audiences, and to position themselves as a viable business in the coming years.

Where could this all lead?

Here's one scenario: DJs may evolve into vaudeville-style performers: artists with many talents but not necessarily any specific specialty– solid with a variety of entertainment skills.

Obviously, programming music will still be the centerpiece. The DJ of the new millennium will be a witty and poised emcee; an aspiring comic; a clever skit writer; a tasteful dancer; an able instructor; a keen sound engineer; a bit-part actor; a game show host; an inspirational motivator; a planning aide; an amateur magician; and a trivia buff.

Each performer may not possess all of those skills and each available talent may not be called upon for every event. But a well-rounded variety may need to be in the bag of tricks to secure an event and insure its success as it unfolds. To some degree, many in this business, as noted in Dan Mo[illegible] accompanying article, are already embracing this [illegible] of the DJ entertainer. But, with the bar likely [illegible] be raised to a new level of quality and performance expectation in the next few years, we may yet see the passing of the "Mobile DJ"

From DJ To Entertainer

HOW A BIG GEEK CHANGED FROM A HUMAN JUKEBOX TO THE LIFE OF THE PARTY

BY DAN MCKAY

At the ripe old age of 12, playing strictly scratchy 45s on a tiny record player at the local teen center was heaven. It mattered little that the only interaction I had with the crowd was when a kid wanted me to turn up the distorted volume. Even years later, my DJ thrills came mostly from hooking up speakers and playing records. I felt safest in the corner of the room, riding the gain on the mixer, nestled in the bosom of my record cases.

The novelty of having a "mobile disco" at your party faded as the '80s began. Despite the big speakers and flashing lights, the party was always *out there* while I was back in the shadows by the outlets. It haunted me. It taunted me. As the number of party DJs began growing as fast as the junk bond scandal, I knew I had to offer something more, something better to stay ahead. That night I quit being a disc jockey. I resolved to become an entertainer.

Mike Lamb of DJ Lamb Productions in Charlotte, NC also began his career focusing on music and requests. But he soon noticed the increasing entertainment demands of his clients were more than a trend ... interactivity was becoming a must. "I had a yearning to 'do more' – and when I did, I suddenly began getting a lot more bookings. Those who didn't join in the interactivity simply liked to watch, laugh, and take pictures. And the participants always ended up having a great time being in the spotlight. Now I'm constantly on the lookout for more unique and creative things to add to my show."

This is not the path for everyone. Wearing a few funny hats won't make up for a lack of personality on the mic or skills as a music programmer. For many clients, however, it makes the difference between being a DJ who's serviceable and one who's memorable. And that usually translates into a fatter paycheck.

Both sides now

"Can I be a human jukebox? Of course! I can be whatever kind of DJ the client wants." But Dave Hilton of Integrity Entertainment of Sherman, Texas admits he's being asked more and more what else he does besides play music. "I had a really long conversation with one couple who was worried people would get bored at their reception with all of the official dances, cake cutting, and other standard events. They said that's exactly what happened at a few of the weddings they attended. They believed that the wedding ceremony and the traditional events were for them, but the rest of the reception was for their guests to party and celebrate."

Not all clients embrace these shenanigans. DJ Bear of West Baldwin, Maine says his 180-degree take on party hosts is the secret of his success. "This wedding season I have booked reception after reception only after reassuring the bride and groom that I was *not* an interactive DJ. Without exception I heard statements like, 'We went to a wedding last year and the DJ kept going out on the dance floor and doing games and we hated it."

Garth Torgeson of Seattle's Jet City Entertainment gets similar feedback. "99.99% of my clients say right up front they want a DJ who can entertain through the music. I have great success doing so. I don't think I could successfully integrate skits, hats, or blow up anything at any event I DJ. I just don't have the time. After all the formalities, I might have 2 hours or less for dancing. Why take a chance losing the dance floor to a skit or game, or teaching an overused line dance, and risk my reputation to the facility, consultants, photographers and caterers who may not appreciate that style of entertainment? I

One Great Reference Leads to Another

From the first name in digital audio comes the ultimate DJ instrument.

Denon, the undisputed industry leader in dual CD players for professional DJs, elevates the performance standard with the new DN-2600F. Offering a multitude of features and functions previously unavailable on any dual CD player, the DN-2600F is the world's most advanced pro dual CD player.

At last—turntable effects go digital! Real-time Digi-Scratch, Platter Start, Platter Stop, Platter Hold, Brake effect, and Pitch Bend on the jog wheel. In addition, the DN-2600F includes these brand new and incredible "world's first" features: two Hot Starts per drive, two A-B seamless loops per drive, dual stutter points, seamless track jumping, frequency filter, reverb and flanger effects, and 300 custom memory points. To make better use of these features, we've added backlit action buttons and illuminated drive trays. Of course, we also have digital outputs, Key Control, Key Adjust, and 20 seconds of uncompressed Shock-Proof Memory. The large, bright FL tube displays give the user total control of the most advanced dual CD player on the market. Denon *is* the reference.

DENON
The First Name In Digital Audio

Denon Electronics, 222 New Rd., Parsippany, NJ 07054, (973) 396-0810
Denon Canada, Inc., 17 Denison St., Markham, Ontario, Canada L3R 1B5, (905) 475-4085
Labrador, S.A. de C.V., Zamora No. 154, 06140 Mexico, D.F., (52) 5-286-5509

Number One
一番

http://www.del.denon.com/

take offense that some DJs try to instill that interaction is a prerequisite to being a DJ entertainer."

Fun is fun, but...

There's no doubt that it's easy for a DJ to go over the top and risk alienating the crowd with too much of a good thing. I fully subscribe to the party host concept, but one person's entertainment can be another's annoyance. Phoenix DJ Bill Kexel recounts one prospective bridal client who went to a wedding where the DJ came out in the crowd, put a prop hat on another guest's head and tried pulling her out into his 'bit'. The guest was livid! What upset her most was where the hat may have been last. "She told me the guest said, 'How did I know whether the person who wore it before me had lice?'"

A DJ has to insure that there is a well-orchestrated middle ground between music and showmanship. Fact is, not everyone's idea of fun is dancing. Grandma sure would like to see a funny game to make her smile, but no matter how good the music is she's probably not going to get jiggy. Ditto for the kids. Want to be interactive? Go ahead and persuade, cajole, tease and tantalize guests to become a part of the show. But put an unwelcome hand on them? No way!

"A DJ needs to know when enough is enough," Kexel warns. "There are many guests who are shy or enjoy being at a reception just to visit with family and friends. Some take great offense at someone trying to put them 'on the spot' or putting some dirty old hat on their head. You won't find me trying to be in the center ring for the entire reception, running around like comedian Rip Taylor!"

Crowd pleaser

To me, being a "party host" doesn't always mean you are the performer. The perfect party host is a catalyst for others to perform; to make the guests look as good as they can in the spotlight. I've always aspired to be the perfect blend of Johnny Carson, Dick Clark and Wolfman Jack. But there's also nothing wrong with a singing, dancing, juggling, balloon animal-making DJ as long as they bring the audience in on the act.

Know your limits. It's important for a DJ to "just say no" if interactivity isn't his or her gig. "Being a disc jockey who uses crowd-reading skills and music to motivate the crowd was my reason for getting into this business," insists John "DJ Beetlejuice" Bedell of Berkley, Michigan. "It's amazing how a song can make you feel when played at just the right moment. But if a client wants the 'big show,' I refer them to my friend who has one of the best I know of. He lives for that."

OK, so you're ready to take the leap from behind the mixer into the thick of the party. Tom French of Fatman Entertainment in Vacaville, California says the easiest way to start is to bring a friend along. "It made me a lot less self-conscious about getting out there. Once I saw the reaction of the crowd, I became more motivated, and that really transferred to the audience." French adds that using a headset wireless mic to keep your hands free is also liberating.

Bill James of Sudbury, Ontario says most crowds are looking for permission to have a good time. "If they see you having a few laughs with the bride and groom, they will take their cue from you. At the very least, look like you are enjoying the music ... you are being watched. Otherwise you can just hand your clients a tape of your best stuff and go back to making recordings for your friends."

Center of attention

Yes, you are being watched. At an awkward 6'6" and a hulking 300 pounds, the last thing I thought people wanted to see was me gallivanting with an inflatable saxophone. Through my self-esteem filter, it seemed more like tragedy than comedy. But with some encouragement from my similarly-statured assistant—who used to travel with a showband—I finally worked up the courage. The laughter and applause was the icing on the cake.

Is there a lesson to be learned? Yes, according to Johnny Dee of Ambassadors DJ Service in the wealthy suburb of Greenwich, CT. "At many of the weddings in this market we are required to be very interactive. Some of our biggest profits come from selling add-ons like a light show, lasers, party props, skits, live entertainers, and party motivators. At other events, it's OK with the bride if we leave our mic at home. The moral of this story is that to survive you have to know your client and be prepared to do either type of party."

How can you lose? Just as having a wide selection of music broadens the marketing appeal of your show; including a variety of party skills will also enrich your DJ toolkit. My big litmus test? Your stage presence can't be contrived. Your interaction has to come off naturally and genuinely. Start a little at a time. Once you can master that comfort level in front of the audience, you'll never look back.

A regular contributor to Mobile Beat, Dan McKay is in his 22nd year as a professional mobile DJ. He owns of Party Hits DJ Party Hosts in Seattle. He is also moderator for DJChat.com and webmaster of DJTalk.com.

SIX STAR DJ.com

DISTRIBUTOR OF BRAND NAME PRO AUDIO SOUND & LIGHTING

KROM LP CASE
All Colors Available!

80 cap.
FREE SHIPPING! (US GROUND ONLY)
$89.99

GEMSOUND THE POWER OF LIGHT AND SOUND
CD-25

FREE SHIPPING! (US GROUND ONLY)
$329.99

Numark Ultimate Party Machine

PLUG & PLAY!
FREE SHIPPING! (US GROUND ONLY)
$379.99

Pioneer S1001 SYSTEM

GUARANTEED LOWEST PRICE

METEORITE

FREE SHIPPING! (US GROUND ONLY)
CHAUVET CHAUVET

$89.99

SHOW MASTER

$139.99
SHOW MASTER
NEW!
CHAUVET

gemini DISC O MIX
NEW LAPTOP FOR DJS!

GUARANTEED LOWEST PRICE

American DJ PRODJ 2 SYSTEM

FREE PRODJ CASE!
$899.99

Numark TT-1510
Free Cartridge!

$99.00

TECHNO STROBE

CHAUVET
$59.99

CHAUVET FOGGER

FREE FOG FLUID & REMOTE!
$79.99

CHAUVET NEW! STARBURST

GUARANTEED LOWEST PRICE

TR-125

JBL
SINGLE 15"
FREE CABLE!
$259.99

TR-225

JBL
DUAL 15"
FREE CABLE!
$329.99

PMC 07 PRO

Vestax
CALL FOR LOWEST PRICE ON All VESTAX MIXERS!
GUARANTEED LOWEST PRICE

COMBO CASES
SIX STAR DJ

10/4 $99.99 - 10/6 $114.99
10/8 $127.99

GUARANTEED LOWEST PRICE!

CMX-5000 Pioneer

AUTO BEATMATCHING!

DENON DN-2600F

NEW CD TECHNOLOGY!

NEW! DCD PRO 500

American DJ

American DJ
PRO DJ 3

SEAMLESS LOOP!

921 E. 11th ST. Suite #101 LOS ANGELES, CA 90021 Tel: (213)488-0198 Fax: (213)488-5187

1.888.6STAR.DJ

WWW.SIXSTARDJ.COM

ODYSSEY®
INNOVATIVE DESIGNS

KROM
SERIES

The Best in Quality and Design

NEW

K-1210

KLP-007D
Psyclone
Deluxe

K-1200 Psyclone

KC-Mix

K-1200 Polydura

KCD-200

www.odysseycases.com

155 North Aspan Avenue • Azusa • California • 91702 • Tel: 877.5.ODYSSEY or 626.334.0800 • Fax: 626.334.0226

DJ Diamond Girl

Fighting it out on the battlegrounds of the Windy City.

Native Chicagoan Bonnie Welch began her DJ career spinning at a roller rink at age fifteen. After high school, she continued to hone her DJ skills while working her way through college, playing at frat parties for practice. Now, with her Masters Degree in Industrial Organizational Psychology, she is setting fire to the Chicago DJ scene like the famous blaze caused by Mrs. O'leary's cow.

Going on 25, Bonnie (better known as DJ Diamond Girl) is finding success as a DJ in top clubs, battles, and on the mobile circuit, playing everything from weddings to county fairs. In 1996, she was selected by the Chicago Sun-Times as the city's #1 DJ. She has done well on the DJ Battlefield, demonstrating her moves in competitions against other top Windy City mix jocks. She has produced three CDs, (one sold over 10,000 copies the first week) and is working on her fourth.

Asked how she came by her DJ name she said, "I was winning so many battles that when a group of DJs and I went out to eat after an event, and they said I was the 'queen of the tables', and then one said I dominated the diamond tip needles like no one else could. Hence, Diamond Girl came to be."

To contain all her activities, Welch created Euphoric Productions "It's a multi purpose company and record label. Our next CD will feature other

Odyssey Cases Presents

MOBILE BEAT DJ ALL STARS

Euphoric DJ's ... we have radio personalities, artists and top spinning DJs, she explains, "I currently have seventeen employees working for Euphoric. We only take top, class A entertainers. A part of Euphoric Productions is Club Euphoric, which is a travelling club. Similar to raves, we rent out facilities of all kinds... from dance clubs to family entertainment centers. We use the same DJs, but give customers a different atmosphere for having fun. When people see Club Euphoric, they know they are in a safe environment with top DJs who have the best selection of music. The night is always a party".

Over the summer, Welch's booking calendar includes a variety of events and projects from bringing her travelling club into Enchanted Castle and bowling alleys to hosting a battle sponsored by music retailer, Sam Ash. As Welch explains, "Part of our sponsorship arrangement with them is that they provide the equipment for these events. I need big systems for these events and with this arrangement I get what I need and Sam Ash gets some excellent visibility. Mike Redmond, of Sam Ash is the best sponsor I could ever worked with!"

In her quest to share her experience and talents while helping the next generation of DJs, Welch is in the process of opening a DJ training school. "I'm designing it as beginner, intermediate, and advanced so that DJs can choose their greatest area of interest. We'll teach everything from how to DJ basic mobile jobs, to what it takes to win battles." What does it take to be a winning-battle DJ? Welch says it's really a popularity contest, "I think it is the right music or cut choices, the personality and attitude, then the skills. The better the crowd likes you, reads you, or finds you humorous, the better you're rated. It is a good show, and takes great acting skills!"

While she doesn't believe DJs need a higher education, she does value her degree. "My education has helped me to understand the music and the skills needed to be a great DJ. You have to understand your audience and the business. Having completed my education, I have learned a great deal about the indebtedness of others, what makes them move, and how to relate to mind control. I have combined my education and DJ'ing to make the audience feel what I need them to feel, to be in a different place, to relax and have fun. That is what a DJ is for. The energy of a happy crowd feeds my energy all night long. The combination of music and light beats, is what does it."

With her school, Bonnie is hoping to make a difference and help the general public. "I always feel bad when a friend gets married or someone I know has an event. They tell me I want you to have fun and not work it. If it's not me, they may get some untrained DJ and the night will be a flop. By offering a school and training people, I feel like I have contributed something that will save a lot of parties. There need to be more schools for this kind of thing. Every DJ learns from a mentor because there are few schools around. If you recall those past bad events or clubs you have attended, you will realize that not everyone is meant to be a DJ or a mentor for that matter. I would love for a student of mine to do better and be more successful than I have become. That would make me so happy."

TYPICAL CLUB EUPHORIC SYSTEM

Standard

- Gemini 8 channel mixer
- 2 Pioneer CD players
- Crown amp
- Cerwin Vega speakers
- mini-light show

Battle

same as above plus:

- Technics battle mixer
- Technics 1200mk3 turntables

Company: Euphoric Productions

Chicago, Ill www.euphoricproductions.com
Typical rates: $200.00 an hour at a club to $1200.00 a night. Mobile events such as weddings start at $850.00.

Quote: *"The harder I work, the luckier I get"... DJ Diamond Girl*

ODYSSEY®
INNOVATIVE DESIGNS

The Best Name in Protection

Protect Your Investment...in Style

racks
rack accessories
tilt back racks
studio racks
combo cases
slide style racks
slide style consoles
twin racks
krom cases
consoles for american dj gear
consoles for pioneer gear
battle mix consoles
dj consoles
flite cases
single carrying cases
cd & lp cases
foldout stands
gig bags
soft sided cases
vinyl cases
protective covers

Custom ATA Flite Cases

www.odysseycases.com

155 North Aspan Avenue • Azusa • California • 91702 • Tel: 877.5.ODYSSEY or 626.334.0800 • Fax: 626.334.0226

California DJs plunge into banquet biz

TEACHING AN OLD HOUSE NEW TRICKS

DJ Bob playing "The Obnoxious Chef" and DJ at "The Big Night" theme party with Bob Sr.

By Anthony B. Barthel

Each individual has his/her own vision of the ultimate state of their DJ business. To some, it's being recognized for their entertainment value and dances. To others, it might be having the greatest number of systems in town. For Robert and Ana Caudle, and Robert's parents, Robert and Margaret, their River Cities DJ business has expanded into the realm of catering and banquet facilities.

Last year, Robert Caudle, Jr. found himself in a chance conversation with the owner of a Victorian-era mansion that was being used for an occasional banquet or wedding function. It wasn't long after that he was signing on the dotted line for an SBA (Small Business Administration) loan to purchase and refurbish the mansion for use as a full-time site for social functions.

The junior Caudle is no stranger to running a successful operation. Before purchasing the mansion and naming it "The Victorian," River City DJ had grown to 13 systems, with over 400 shows a year in the Sacramento, California area. His wife Ana was one of the DJs in the company. Now, with the facility, he has halved his DJ business and focuses on fewer social functions so he can concentrate on "The Victorian". "We're not the huge operation we used to be, but we have a nice market."

Acting as an event coordinator has been very natural for Caudle. In Roseville, where they are located, there are just a handful of banquet facilities. As a DJ, Caudle played the same facilities week after week. For weddings, he would always try to be an integral part of the event and not just a stranger showing up at the last minute. In fact, it was common for him to be invited to the rehearsal dinner. That type of awareness and experience translated well into managing a banquet facility. But Caudle is not alone. He has practiced his craft at the facility, hosting the first wedding on a very personal level – his own to wife Ana. There was some decided preparation needed.

GROUNDWORK

When the foursome bought the facility, it was overgrown with weeds. The garden was not immaculately maintained and the building itself looked like it needed some serious paint work. As the wedding date loomed near, the plants were removed or groomed, the house was pressure-washed and suddenly the mansion became a landmark in the older part of Roseville. "Within a week we turned what looked like a haunted house into something closer to Viscaya," (Roseville's high end banquet facility) said Caudle.

River City DJ was already a strong operation before The Victorian. Started in 1989, the company had expanded into two storefronts in Roseville by the time its ten-year anniversary had come around. Caudle utilized every means

possible to get the word out, including painting a Jeep Wrangler with a cow motif and hauling around a trailer that told the world who owned it. The Jeep comes in handy, with River City DJ doing several parties a year for off-road enthusiasts in remote locations. Naturally, the company's battery-powered sound system helps in this arena.

In fact, all of River City DJ's vehicles were painted distinctively including their large bob-tail truck. But why such a huge vehicle?

When Robert Caudle found that a

Odyssey Cases Presents
MOBILE BEAT DJ ALL STARS

PYD1020- TRICK MIXER

- 2 TURNTABLE INPUTS (CAN BE USED TO ACCEPT LINE LEVEL FROM BACK PANEL)
- ECHO
- INDIVIDUAL KILL BUTTON FOR BASS, MID-RANGE, & TREBLE.
- USER REPLACEABLE CROSSFADER
- ZONE VOLUME (CAN BE USED AS SECOND OUTPUT OR BOOTH)
- RECORD OUTPUT

PYD1950- 4 CHANNEL MIXER

- 2 TURNTABLE X 6 LINE X 2 MIC IMPUTS
- FOR PORTABLE OR PERMANENT INSTALLATIONS
- ASSIGNABLE CROSSFADER
- DUAL 10-BAND GRAPHIC EQUALIZER
- 12 SECOND ON BOARD SAMPLING

.... PLUS ADDITIONAL FEATURES IN CERTAIN MODES

PT3200 - POWER AMPLIFIER

- 350 WATTS PER CHANNEL AT 4 OHMS
- 200 WATTS PER CHANNEL AT 8 OHMS
- 500 WATTS BRIDGED AT 8 OHMS

www.pyleaudio.com

Get Some Pyle Gear into Your Mix !

MIXERS • AMPLIFIERS • SPEAKERS • PRO AUDIO • SINCE 1965 • WARRANTEES UP TO 5 YEARS

PYLE

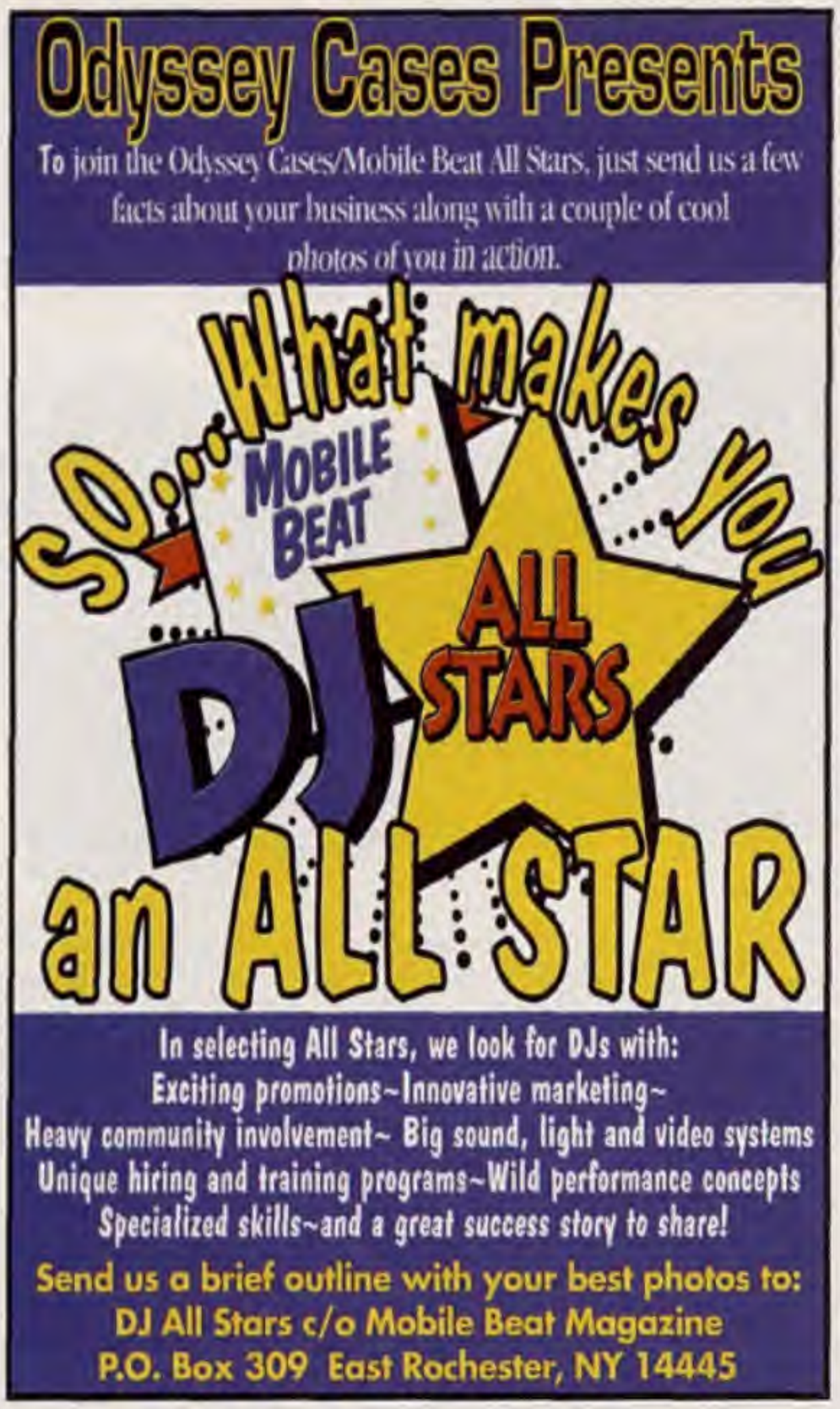
PYLE PRO

The Most Driven Name in DJ Gear

PYLE DRIVERPRO

www.pyleaudio.com

1600 63rd Street • Brooklyn, NY 11204 • 718-236-8000 • 1-800-444-5671 • Fax 718-236-2400


Odyssey Cases Presents
To join the Odyssey Cases/Mobile Beat All Stars, just send us a few facts about your business along with a couple of cool photos of you in action.
So...What makes you
MOBILE BEAT
ALL STARS
DJ
an ALL STAR
In selecting All Stars, we look for DJs with:
Exciting promotions~Innovative marketing~
Heavy community involvement~ Big sound, light and video systems
Unique hiring and training programs~Wild performance concepts
Specialized skills~and a great success story to share!
Send us a brief outline with your best photos to:
DJ All Stars c/o Mobile Beat Magazine
P.O. Box 309 East Rochester, NY 14445

friend was making light-weight baby grand pianos, he immediately saw a market for them with DJ/pianists playing for ceremonies on golf courses and in other remote sites. The best part of the equation is that these pianos are specifically designed for touring, so there is no need to tune them with each move, making it possible to rent a baby grand at an affordable price.

UPDATE

Now that they've gone through a year of ownership, what has been the family's experience? Quite good, actually. The Victorian offers some unique features that make it a very easy sell. The most obvious of these is the unique architecture. Fortunately the original owners had parties in mind when they built it in 1906, so the main floor ceilings are high and the rooms are spacious.

What they didn't have in mind was that a bride can utilize the second and third floors for changing and for wedding preparation. The upstairs bedrooms are ideal for getting the ladies in the wedding party together before the big moment. And what about the guys?

The Victorian's basement was converted into a bar years ago complete with a pool table and other amenities. "The guys used to get the short end of the stick while the ladies get the fancy rooms." Now the guys can stay downstairs, relax and enjoy themselves while the ladies are upstairs.

Booking the facility has been easy. "I just walk them through the facility and hand them a contract." The uniqueness of The Victorian essentially sells itself.

With 2-3 weddings per weekend plus the occasional weekday event, The Victorian has proven to be a success. Who says you can't teach an old house new tricks?

How's YOUR Image?
Set yourself away from the pack with an unmatched pro look!
Your Logo in Lights! Truss system mounted onto unit!
Console folds into one compact unit!
Now Available
The FRONTMAN II
(smaller, easier, less $$)
Call fror Brochure
Your Logo in Lights
Hard Shell Cases on Wheels
22" Deep Countertop
Plenty of room for your gear
Metal Speaker grills mounted in unit on both sides
Great for Wedding and Other Trade Shows
5 Minute setup (Truss separately)
Flex Mic holder and 2 Mini-Lites
"THE FRONTMAN"
DJ Console
"It's only your Image"
R&D Innovations
1-800-852-9706
www.thefrontman.com

ADD THE POWER OF MP3 TO YOUR MIX

The Burner
CD Recorder

- The Burner offers quick and cost effective CD recording.
- Create custom CD's from MP3 files or from any other pre-recorded media.
- Includes Toast and Easy CD Creator software by adaptec

The Brujo
The Worlds First MP3 CD Player

- The new Brujo MP3/CD player from netDrives is the first of its kind.
- Plays CD-Rs & CD-RWs containing MP3 files, as well as standard CDs.
- Operates like a standard CD player

$299.99 EACH
or
$549.99 for both!

Create and play a CD that contains over 11 hours of music.

With MP3 compression technology, you can record 11 hours of music onto ONE DISC! No more searching through stacks of tapes and CDs for music to fuel the party, even if you're raving till dawn!

Use the netDrives Burner to custom make your own CDs.

Use the netDrives Brujo to play MP3/CDs and standard CDs on any sound system.

All netDrives products feature:

- One Year Limited Warranty
- Toll-Free Phone Support and Ordering

netDrives

www.netdrives.com
1.888.556.5650
Dealer Inquiries Welcome

netDrives • 227 Cherry Street • Ithaca, New York 14850 • info@netdrives.com

PLAY WITH FIRE

COMPLETE GEAR FOR THE SERIOUS DJ

GEMSOUND® NEW YORK

THE POWER OF LIGHT AND SOUND.

www.gemsound.com

600 E 156th Street, Bronx, NY 10455 ¥ (718) 292-5972 ¥ (718) 292-7976

ARE YOU...
the largest & most popular DJ service in your city?

"I purchased my Complete Music franchise after getting my degree. This is a fantastic business that produces a great deal of income."

Dan and Diane Sims - St. Louis, Missouri

To find out how we can help you earn more income, call Complete Music today!

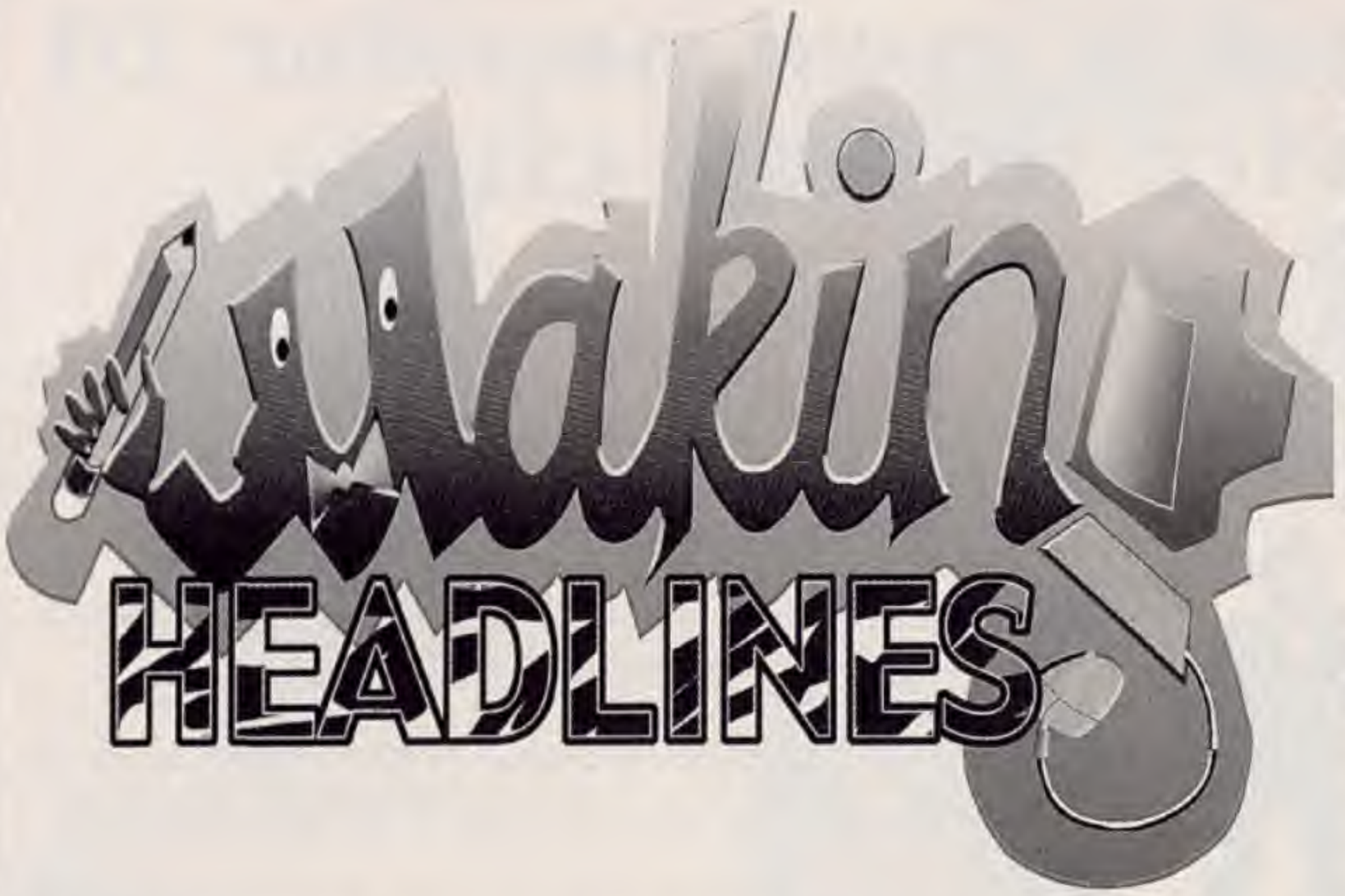
1-800-843-3866

DO YOU...

1. Do you charge more than anyone else because your DJs are the best in your city? **OUR FRANCHISE OWNERS DO.**
2. Do you have an outbound telemarketing department that generates new business for you? **OUR FRANCHISE OWNERS DO.**
3. Do you keep your shows fresh and exciting by constantly updating your DJ repertoire of new icebreakers? **OUR FRANCHISE OWNERS DO.**
4. Do you have experts who help you find, train and maintain a superior DJ staff? **OUR FRANCHISE OWNERS DO.**
5. Do you have a state of the art internet site that produces daily leads for you? **OUR FRANCHISE OWNERS DO.**
6. Do you have anyone who helps motivate you, encourage you and has a vested interest in helping you succeed? **OUR FRANCHISE OWNERS DO.**
7. Do you substantially increase the number of dances your company performs EVERY year? **OUR FRANCHISE OWNERS DO.**
8. Do you have cutting edge sales materials, such as a CD ROM that you can send out to potential customers? **OUR FRANCHISE OWNERS DO.**
9. Do you have accountants, attorneys, ad agencies and business experts at your disposal? **OUR FRANCHISE OWNERS DO.**
10. Do you have a personalized computer program that informs you when to call back POTENTIAL customers, tracks your booked dates and outstanding contracts, organizes your office, assigns your DJs and even helps you network? **OUR FRANCHISE OWNERS DO.**
11. Do you have a music software program that tracks all your music libraries for your different systems and keeps track of your customers song requests? **OUR FRANCHISE OWNERS DO.**
12. Do you NET more money on every dance performed than anyone else in your city? **OUR FRANCHISE OWNERS DO.**

COMPLETE MUSIC - 28 YEARS YOUNG!

COMPLETE MUSIC®
DISC JOCKEY SERVICE



Your company is the lead story when you publish a client newsletter

KURTIS S. CROSS
MAPDJA

Your sound system kicked butt and your lights were awesome. You've packed up all your gear, picked up the check and are on your way home. All you can think about is hitting the sack. Do you know what you should really be thinking about?

How will you keep this client for future bookings? No doubt you will send them a thank you note along with your latest advertisement. But what can you do to make sure your company name stays in their minds until they plan their next event?

Furthermore, how can you make sure they remember your name when it comes time to make a referral? Word of mouth may be your best form of advertising. However, here is another marketing gem you should consider.

Publishing a newsletter is a sure fire way to impress your past, present and potential clients.

Why a newsletter?

More so than traditional advertising (which includes your flyer or business card) a newsletter presents your name in a positive professional light, on a regular basis. Sending your clients a newsletter regularly will go a long way in terms of keeping your name foremost in their minds for the next gig and the next referral.

Before you hire a writer and select a printer, there are several things to consider before publishing your first issue. If you are a one-person outfit, you'll need to consider the amount of time required to produce a professional newsletter. It is a time-consuming venture and one in which you will want to invest a great deal of thought. You'll need to determine whether or not the time you are going to put into this is time you can afford to spend.

The purpose of your publication will be to grow your company by maintaining your current clients and attracting new ones. If you are a part-time DJ, spinning mostly for fun and not too concerned with building a business, this may not be an avenue worth pursuing. On the other hand, if you are a multiple system operator and want to present a professional image, starting a newsletter should be at the top of your "to-do" list. Your newsletter will be a valuable source of leads and an impressive way to keep your current clients in the know about your company. Our company has printed a newsletter since 1997 and our clients regularly let us know that they appreciate getting it. In this way, we know our work is paying off.

So where do you start?

First, compile a database (or address list) of people you feel will benefit from receiving your newsletter. Start with your past clients and those with events booked during the coming months, as well as catering managers you have personally worked with. Don't worry if your mailing list is not in the hundreds. You have to start somewhere. Our first mailing was about 80 pieces. Now our database is in the hundreds and grows weekly. This growth is due, in part, to the success of our newsletter.

Next, establish the frequency with which you will distribute your mailing. A quarterly newsletter is manageable if you are just starting out. Make sure your info will get to your readers as they are planning events for each season. A seasonal mailing should be done giving them plenty of time to book your DJ/KJ services.

How long should your newsletter be? That is totally up to you. Think about the information you print, always keeping your reader in mind. You don't want to bore your readers with pages of information that only you find interesting. If your newsletter is too short, it may give the appearance of a flyer and hit the trash before your readers get a chance to see the value in keeping it.

Now that you have hopped the preliminary hurdles, it's time to write your first newsletter. So what are you going to write about? In our company newsletter, we publish music and concert reviews, special interest articles, interviews, party planning tips and more. We have found our client base really benefits from and appreciates this information. Include items that would be of interest to your specific clientele.

Regardless of the content of your newsletter, there are some general guidelines you should follow so your newsletter is appealing, informative and works as an effective marketing tool for your company. (See the sidebar to this article for some of these ideas). Remember, your newsletter should not take the place of your regular advertisements, which you should continue to distribute.

Make it good

I cannot stress enough the importance of EDITING YOUR WORK. Incorrect grammar and misspelled words are certain to catch the attention of your readers. Don't rely on your computer's spellchecker. It probably can't tell the difference between "there" and "their" or "to" and "too." These errors do not create the image you want for your company. Mistakes translate into clients thinking that your company is not well organized.

Finally, to insure your newsletter goes out on time, on a regular basis, dedicate time specifically for writing, editing, printing, folding, stuffing, labeling and mailing. One week should give your printer adequate time to turn the job around and have it ready for you to mail.

Any Kinko's or copy center can print this for you in a timely manner. Each time you go to print, make sure you print more copies than you need. During the time before you distribute your next issue, you want copies of the newsletter handy to give to prospective clients. You also want to keep a few copies for your files. It is always useful to go back to past issues and see what you have written about so that you can expand on those topics. You'll also be able to pass along to clients older issues with information that may be of interest to them.

Once you have established your newsletter, your clients will come to expect it. There is nothing like a client who appreciates your hard work and mentions how much they enjoy getting your newsletter. Always be willing to take suggestions from your clients on how you can make your newsletter more interesting.

Final note: Get your DJs, roadies and office staff to contribute to the newsletter. They are part of your team and should be a part of this as well.

Good luck and please feel free to contact me with any questions you may have when working on your newsletter!

K. S. Cross, CEO MAPDJA, INC.
He can be reached at:
Phone: 301-649-9200 Office
Fax: 301-649-9299 Fax
Go to www.mapdja.com for more info

Ten tips for creating a successful newsletter:

1.Have a catchy title. You want your title to spark interest.

2. Print interesting information. Do not bore your clients by printing the specs of your equipment or how many hours you spent racking your gear. They simply are not interested in this.

3. Include your company contact information. In a subtle way, make sure your company name, phone number, e-mail address and Website appear in the newsletter. Do not hit them over the head with it repeatedly, but make sure it is there.

4. Post a seasonal sale. You want this newsletter to generate leads don't you? Printing a seasonal newsletter is a sure-fire way to announce your seasonal sales. Not only does this do the advertising for you, but the newsletter will give them much more than a run-of-the-mill sales flyer.

5. Stick to a simple, flowing layout. You do not want the readers to have difficulty reading your text. Make sure it flows and presents a clear and logical point.

6. Let them know who you are. Remind them of who you are by publishing the names of your DJ/MCs. This way, your clients will begin to identify with your company and your staff and will help you in the long run. Our clients read about our DJs and enjoy hearing about their progress within the company.

7. Let your clients know what your company is doing. Perhaps mention trade shows that you attend or moves that your company is making to provide better service.

8. Publish your newsletter regularly. A quarterly newsletter allows you time to think, write and publish useful information. A format of February, May, August and November is a good way to go.

9. Edit and proofread. Incorrect grammar and misspelled words present an unprofessional company image.

10. Keep to deadlines. Once you've created the expectation of a regular newsletter among your clients, you need to consistently send it out on schedule.

UNIVENTURE
DISC PACKAGING & SYSTEMS

For a Catalog or Fax Order Form

P.O. Box 28398

Columbus, Ohio 43228

800-992-8262

614-529-2110 (fax)

Shop Univenture for all your disc sleeves and storage products!

Univenture's Online Catalog

www.univenture.com

Mobile Beat's DJ/KJ Van & Truck Issue is coming soon!!!

Send us a nice color photo of your DJ/KJ vehicle to:

Mobile Beat Magazine
P.O. Box 399
East Rochester, NY 14445

The coolest photos will be featured in our OCT/NOV issue

Deadline for entry July 7, 2000

supplement your DJ income!

Earn Money when you buy

- CDs
- Electronics
- Just about anything!

www.Supersite.Bigsmart.com

For information e-mail:
Bigsmartlady@aol.com

THE ULTIMATE DJ PLAYLIST!

America's Favorite Party Songs!

$20/set
incs s/h
25 copies per set

The Mobile Beat Top 200 DJ Song List,
which is compiled and used by DJs nationwide,
is an awesome marketing piece to give to your clients.
This splendid promo piece has been reproduced
as a four-page, two-color, glossy spread.
It's a MUST-HAVE for any DJ!

Song Lists are sold in packs of 25 copies for $20 (US funds) which includes s/h (add $10 foreign).*

For credit card orders
CALL to order TODAY! (716) 385-9920
or ORDER ONLINE at www.mobilebeat.com

Send check or money order to:
Mobile Beat • PO Box 309 • E. Rochester, NY 14445

**NY residents, please add 8% sales tax.*

elevate your spin.

For 23 years professionals and amateurs have depended on ProSound for all their gear. The reason is simple... We are **the #1 DJ source.** We stock DJ, recording, pro-sound and club gear at the lowest prices...Guaranteed. ProSound & Stage Lighting – **The original DJ catalog.**

FREE catalog

call 1-800-303-6577

11070 Valley View Street, Cypress, CA 90630
(714) 891-5914 FAX (888) 777-5329
Visit our website at: www.pssl.com

DJ Swamp of Grammy Award Winner Beck
Photography: Jeff Carlyle

Technics
Technics SL1200M3D
±8% Pitch Control
Quartz Lock Direct Drive Motor

PRO SOUND AND STAGE LIGHTING

Your Phone Number Is EVERYTHING!

(So Use Ours)

1-800-DISC JOCKEY

www.800dj.com

Available in a limited number of area codes. For details and availability visit our web site at http://www.800dj.com or call 1-888-THE-800DJ.

DJ atlanta

October 23-25, 2000

RW Goodtimes Atlanta, GA

www.DJ3.com

CRAZY COVERS and COMBO COVERS

by Mike Seko

In the music recording business, when a song is picked up and recorded by a performer other than the original it is called a "cover'. Wouldn't it be funny if the following groups "covered" the following songs:

"WE WILL ROCK YOU" by Rolling Stones
"I CAN'T DRIVE 55" and
"STUCK IN THE MIDDLE WITH YOU" by Traffic
"CRAZY" by 10,000 Maniacs
"WHO ARE YOU" by Guess Who
"AFRICA" by Asia
"50 WAYS TO LEAVE YOUR LOVER" by Counting Crows
"ACROSS THE UNIVERSE" and "FLY ME TO THE MOON" by Starship
"FLY LIKE AN EAGLE" by Wings
"TRUE COLORS" by Color Me Bad
"TAINTED LOVE" by Poison
"ON THE ROAD AGAIN" by Cars
"TAKE MY BREATH AWAY" and "BREATHE AGAIN" by Air Supply
"I MELT WITH YOU" by Snow
"CHICAGO" by Boston
"WHEN I'M 64" by Paul Young
"JAILHOUSE ROCK" by Escape
"FOLSOM PRISON BLUES" by Free
"PENNY LANE" by Eddie Money
"RUBY BABY" by Neil Diamond
"GET A JOB" by Men at Work
"HERE'S A QUARTER CALL SOMEONE WHO CARES" by Quarterflash
"HAPPY BIRTHDAY TO YOU" by UB40
"YOU NEEDED ME" by Bread
"NEW YORK, NEW YORK" by Chicago
"WE'RE AN AMERICAN BAND" by Foreigner
"HURT SO GOOD" by Bananarama
"I WANT A NEW DRUG" by 10cc
"WAKE UP A LITTLE SUSIE" by Strawberry Alarm Clock
"HIT ME WITH YOUR BEST SHOT" by Wham
"JUST YOU AND I" by U2
"IF I HAD A HAMMER" by Carpenters
"RUNNING BEAR" by Barenaked Ladies
"I CAN SEE CLEARLY NOW" by Third Eye Blind
"COME ON EILEEN" by Talking Heads

THINKING OF BUYING A CHEAP WIRELESS MICROPHONE?

BETTER THINK AGAIN!

You've spent thousands of dollars on your gear, practiced for countless hours, and you could blow it all by using an inferior wireless microphone! Unlike many of our competitors, Azden is the actual manufacturer. We've been making audio components for almost 50 years, and wireless products for more than 20 years. Just because you own another piece of gear from a DJ or mic company doesn't mean that their wireless will be as good as the products they're known for.

Azden offers a full line of UHF and VHF wireless microphone systems and accessories, in every price range. They all have one thing in common: they work, every time, all the time! With Azden you also get excellent technical support, and rapid turnaround time on service.

So, don't risk your reputation by "cheaping out" on the one product which could make you look like an amateur. Insist on Azden, the choice of the pros who know.

To see the full Azden line, visit our Website: azdencorp.com

For the names of DJ dealers carrying the Azden line, call 1-800-643-7655

AZDEN®

147 New Hyde Park Rd., Franklin Square, NY 11010
(516) 328-7500 • FAX (516) 328-7506
E-Mail – AZDENUS@AOL.COM

Internet Philosophies Reveal Net Attitudes

Cyberlibertarianism: Freedom of the net

By Reid Goldsborough

These days the mantra of many has become, "I am, therefore I surf." PCs, and the Internet that links them, are becoming so central to our way of life that they've spawned whole new schools of thought.

Internet philosophies with imposing names such as cyberlibertarianism, cyberutopianism, technorealism, technohedonism, cyberfeminism, and cyberunionism have emerged into the light of intellectual discourse.

Delving into the "-isms" of cyberspace might not seem as practical as learning to be efficient when doing a Web search. But, as with philosophy in general, it can help you see the big picture and put matters into context, which can be profitable in all kinds of ways, whether you approach the Internet from a business or consumer perspective.

UNCHAINED SURFING

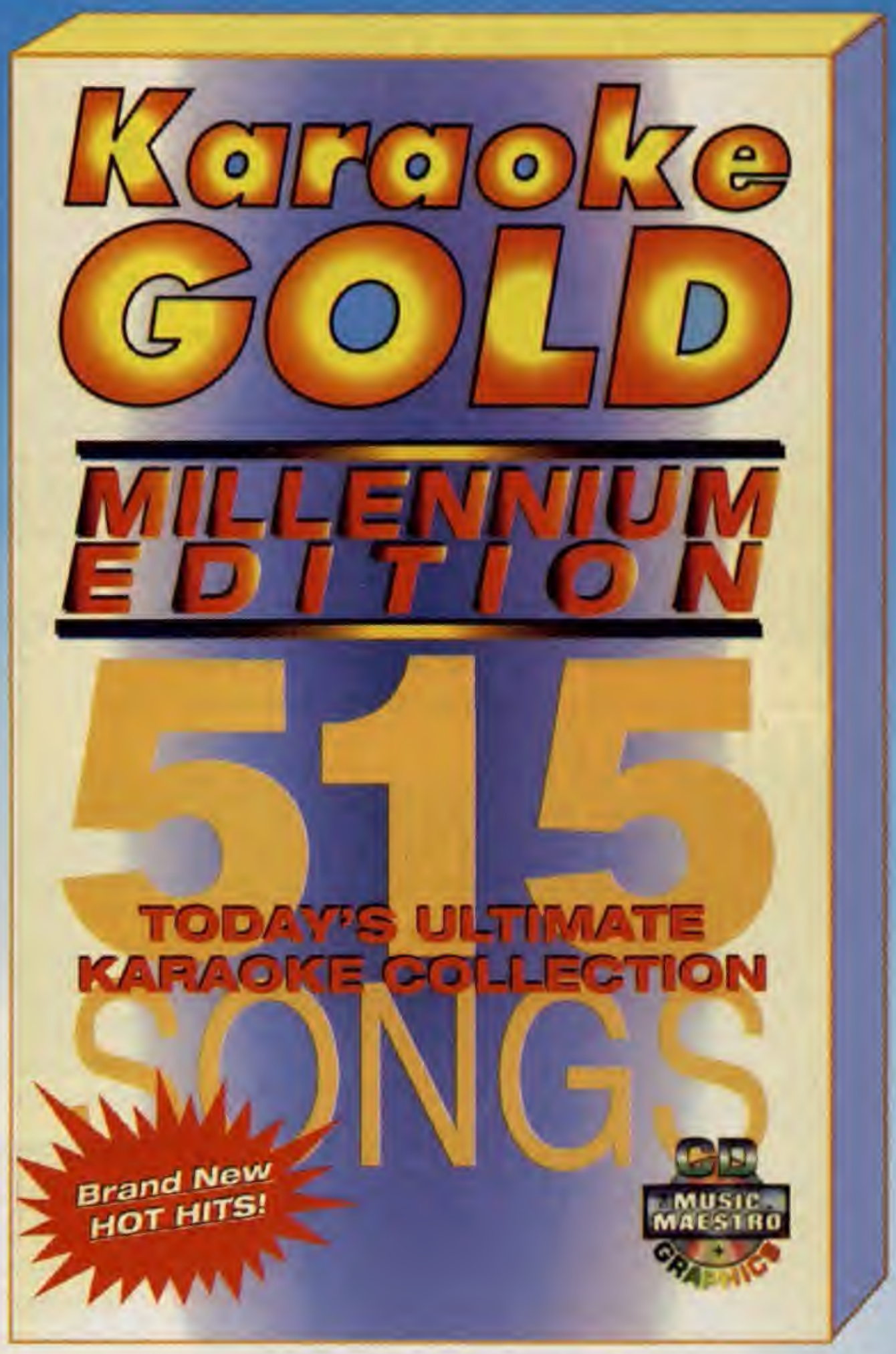
If there's one school of thought that's key in understanding the mindset of the Net and its denizens, it's cyberlibertarianism, which was born during the time when academics and hobbyists dominated the bitstream and still pervades the commercial Internet today. Advocates believe in freedom from interference by government and other institutions. They want to surf and speak unfettered, and they extol the mantra "Information wants to be free."

Cyberlibertarianism is a core reason that precious few Web sites can charge for access and still attract visitors, and why advertising has become so prevalent as a revenue source. It's also why many successful web sites have had to cede control to surfers by providing such features as multiple navigation routes, an internal search engine, a respectful privacy policy, and personalization and interactivity tools.

Though some netheads critically view today's web as an overcommercialized strip mall, others see it as a virtual utopia. Cyberutopianism holds that the Internet, as the pinnacle of scientific and techno-

Bring Home the GOLD

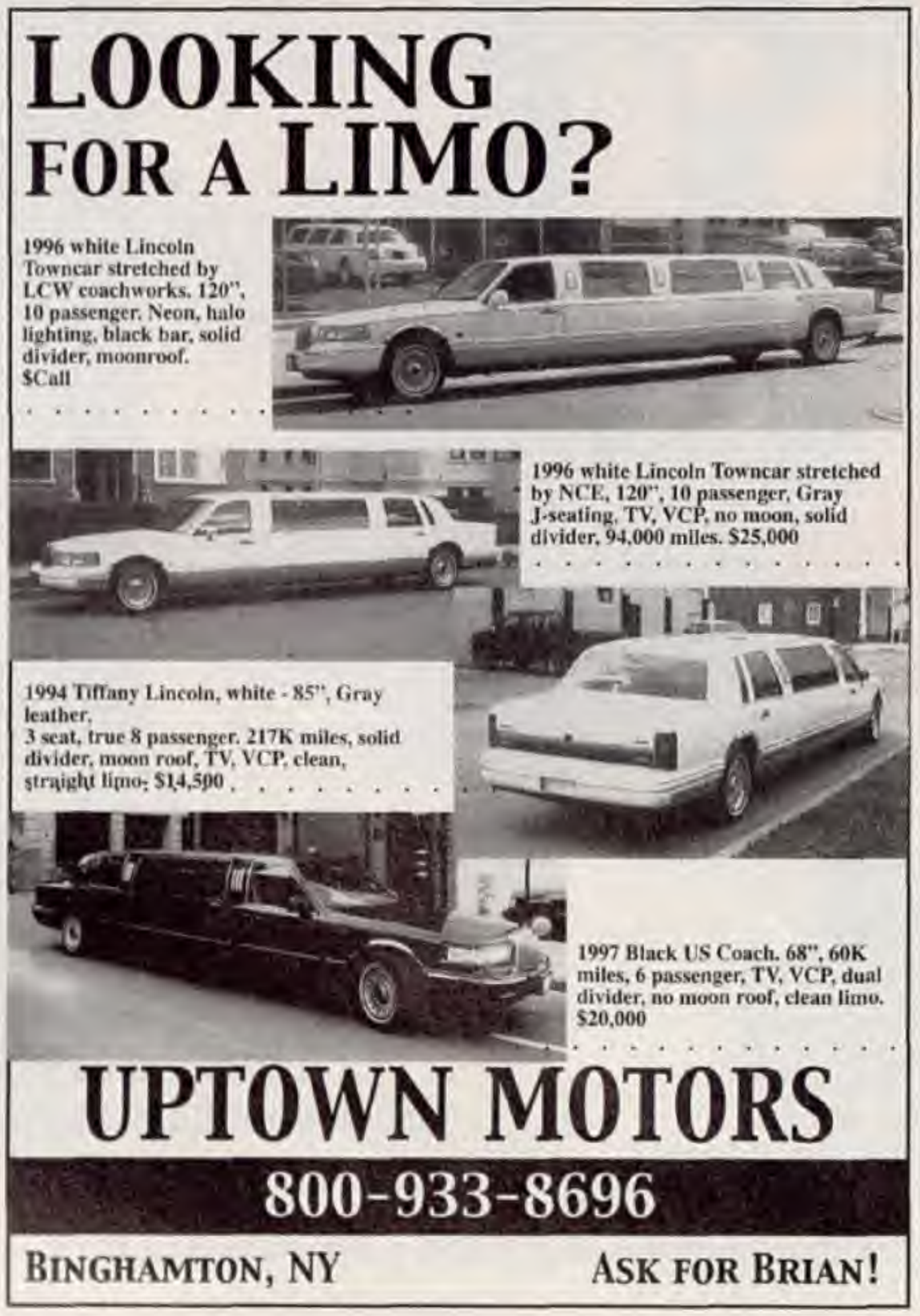
A Brand New Gold Pack from Music Maestro



Karaoke Gold - The Millennium Edition.
26 CDG discs containing 515 of the most requested karaoke songs!
Bonus disc with fifteen #1 songs of 1999.

Oldies • Standards • Rock •Party Songs
•All Time Favorites
All at an incredible price!
For song titles check our website at musicmaestro.com
orcall your local supplier.

The Music Maestro • 605 S. Douglas St., El Segundo , CA 90245 800-543-7664 to call • 310-727-0752 to fax


LOOKING
FOR A LIMO?
1996 white Lincoln Towncar stretched by LCW coachworks. 120", 10 passenger. Neon, halo lighting, black bar, solid divider, moonroof. $Call
1996 white Lincoln Towncar stretched by NCE, 120", 10 passenger, Gray J-seating, TV, VCP, no moon, solid divider, 94,000 miles. $25,000
1994 Tiffany Lincoln, white - 85", Gray leather,
3 seat, true 8 passenger. 217K miles, solid divider, moon roof, TV, VCP, clean, straight limo; $14,500
1997 Black US Coach. 68", 60K miles, 6 passenger, TV, VCP, dual divider, no moon roof, clean limo. $20,000
UPTOWN MOTORS
800-933-8696
BINGHAMTON, NY
ASK FOR BRIAN!

Read more about cyberlibertarianism at the Cato Institute, at http://www.cato.org/research/telecom-st.html.

logical achievement, subverts hierarchy, revitalizes democracy, reduces racial and national conflict, and leads to planetary interconnectivity, unity, and holism.

ROMANCING THE WEB

In his book Technoromanticism: Digital Narrative, Holism, and the Romance of the Real, University of Edinburgh professor Richard Coyne discusses and disputes these assumptions and places them in the context of 18th- and 19th-century romanticism.

Technorealism is a name that has been coined for thinking critically in general about the role that information technology plays in history and society. It's a middle ground between technoutopianism, the belief that technology is all good, and neo-Luddism, the belief that it's all bad.

At the Web site Technorealism, at http://www.technorealism.org, you can read about its principles, including the need for anybody using the Net as a resource to convert information into knowledge and knowledge into wisdom.

PARTY ON!

Just as some approach reality in general from the perspective of how much pleasure they can squeeze from it, some approach cyberspace the same way. Technohedonism encompasses a range of Net activity, from the virtual debauchery of porn sites to the immediate gratification of instant messaging programs such as ICQ and AOL Instant Messenger.

For better or worse, people on the Net have little patience for delayed gratification. Creators of e-commerce and other Web sites should heed these sentiments by keeping speed-killing graphics and multimedia gewgaws to a minimum, eliminating broken links, and providing accurate stocking and delivery information.

WEBFEMS AND SPECIAL INTERESTS

Women may have once been a small minority on the Internet, but today they comprise fully 50 percent of the online population, according to the latest numbers from Nielsen/NetRatings. It behooves everyone to respect the role of women online and their thinking. At Switch, at http://switch.sjsu.edu/web/v4n1/toc.html, you can immerse yourself in the nuances of cyberfeminism.

Cyberunionism, as the name indicates, is about the intersection of unions and cyberspace. In his book Cyberunion: Empowering Labor Through Computer Technology, Drexel University professor Arthur B. Shostak discusses how unions are using information technology and how other groups can apply the same organizational principles.

If this all seems like the activities of a strange new breed of humankind, surfing and communicating disembodied, free from the historical boundaries of time and space, you might

be interested in cyberanthropology. At Cyberanthropology.org, at http://www.cyberanthropology.org, you can read about recent research and participate in online discussions.

And then there's technoblatherism, which presents the counterpoint that new Net schools of thought are just regurgitated twaddle. Check out Technoblatherism by Gerard Van der Leun, at http://earthportals.com/blather.html, for a look into the mind of a quintessential, if more eloquent than most, nethead.

For more about technology philosophies, there's Dictionary.com's Philosopy of Technology at http://www.dictionary.com/Dir/Society/Philosophy/Philosophy_of_Technology.

Finally, if you're asking the ultimate question, the Meaning of Life at http://www.colliercom.com/meanlife.htm provides three new answers each week.

*Reid Goldsborough is a syndicated columnist and author of the book **Straight Talk About the Information Superhighway**. He can be reached at reidgold@netaxs.com or http://members.home.net/reidgold.*

CSL TAKES A GREAT IDEA TO HIGHER LEVELS

Recognizing the practical value of Numark's CD-1 in mobile applications, Colorado Sound 'N Light has created three unique all-in-one DJ packages.

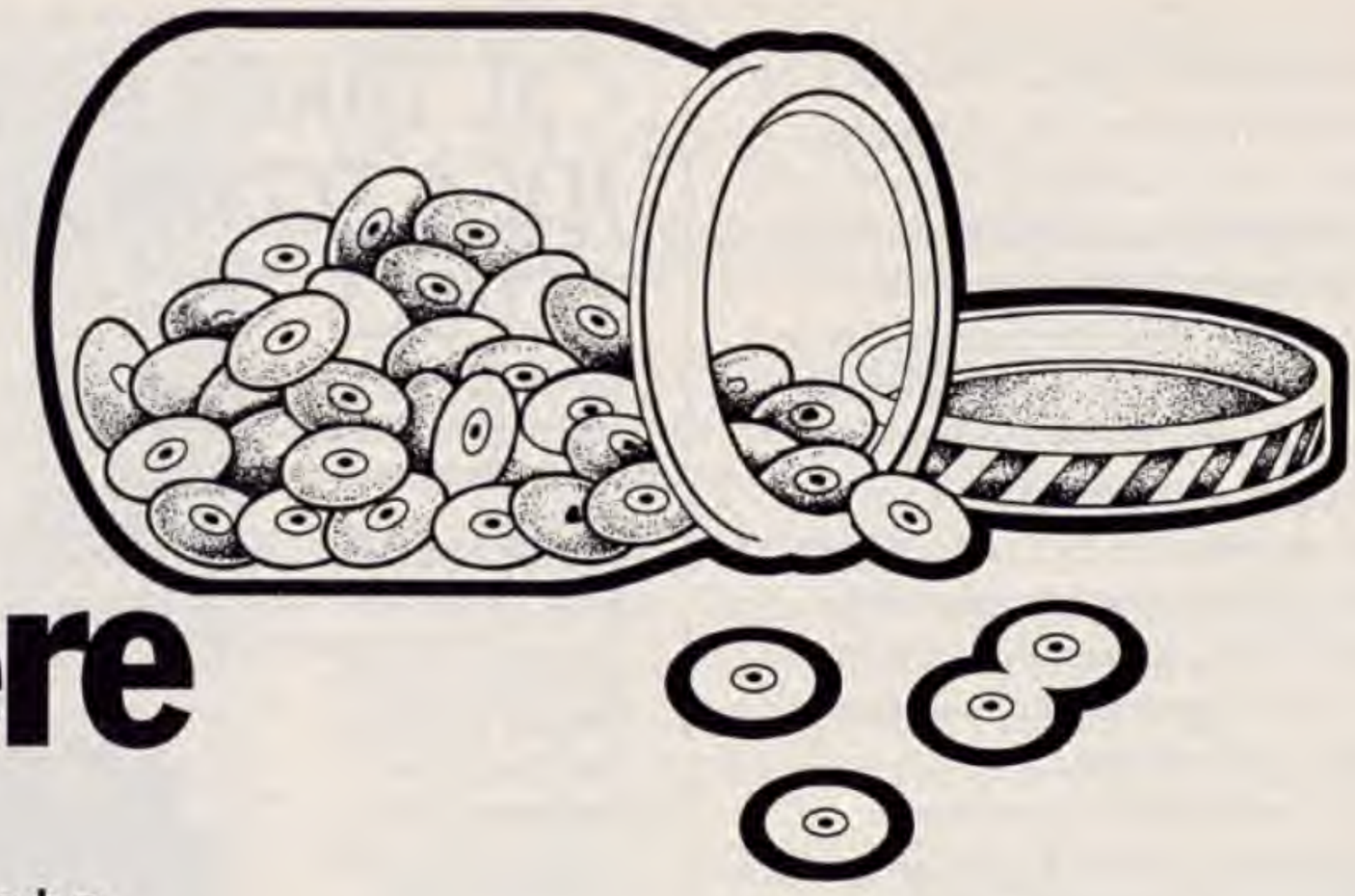
The CSL 240 Roadcase, which retails for $299 is a briefcase syled roadcase for a Mix-1 with 8 compartments for 240 Case Logic Pro Sleeves. A Goose-neck Mic, 4 Pin Gooseneck Lamp, and AC splitter cable are also included.

The CSL MIX-240 includes all of the above, plus a Numark CD-1, retail price is $799

The top of the line is the**CSL DJ MIX-240 System** which includes the Mix-240 DJ System and Case with 8 CD compartments, 240 Case Logic Pro Sleeves, Gooseneck Mic, 4 Pin Goose-neck Lamp, 2-XRL balanced line cables, AC splitter cable, Ultimate Dual X-Stand, 2-Mackie SR450 powered speakers 1-CSL Mini-Combo Light System. Total price is $2999 or you can lease it for $119 mo. For more information, call Toll free 888-429-0418 or visit the CSL website at www.csnl.com

CALL TOLL FREE AT 888.782.4339 OR 518.346.5000 • FAX TOLL FREE 800.252.8249

Well, It Was There



Leading MP3 site gets caught in the cookie jar

A life lesson

It's tough when you know you should ask someone to use something even though it's easier to just go ahead and use it without asking. You would probably be surprised if you came home from your day job to find your neighbor cruising around his large, rock-strewn lawn on your prized riding mower. If, when asked why, he said, "Well your garage door was unlocked, so I figured it would be ok," you would probably stare at him in disbelief. Hopefully you would be able to suppress a violent verbal or physical response.

Show me the money

The comparison is a little strained, but a similar logic is at work in the world of artistic property. A recent decision by a U.S. district judge in New York found the Internet music company MP3.com liable for copyright infringement in a lawsuit brought against it by the RIAA and the "Big Five" record labels (BMG, EMI, Sony, Warner and Universal). Without asking for permission, MP3 had digitally copied and stored over 80,000 complete CDs and stored them in their servers as the major part of their My.MP3.com service. This service allows you to place a CD in your CD-ROM drive and register it. Then, if the CD is in the My.MP3.com database, you can play streaming MP3 files of tracks from that CD from any computer, without having the CD on hand.

MP3.com's rationale for copying the songs to the database was that they were not charging customers for the music as a product. The My.MP3.com service is free. Therefore, MP3.com was not generating royalties that needed to be paid. However, the problem is that MP3.com is still benefiting from someone else's artistic property by making money through advertising and other channels. The database includes popular artists whose works are much more of an attraction than those of unknown artists.

The point in this case is not whether or not it's legal to copy a recording that you own for your personal use; it is. The My.MP3.com system simply facilitates this activity for Internet users. (Of course, people who use the service have the opportunity to avoid personal responsibility by using CDs that they don't own.) The point is that if you want to use something that belongs to someone else, you should ask first. Apparently, the folks at MP3.com didn't learn everything they needed to back in kindergarten.

The right thing

"CDs cost too much... The record companies oppress artists by taking the bulk of the profits from music sales... Big stars won't be hurt or will actually be helped by a having a "few" extra copies of their songs run off... The Internet has made it extremely easy to get music cheaply or for free... The copyright laws are out of date and shouldn't apply to cyberspace... What's right for you isn't right for me..." All of these statements may or may not be true, but as it stands now, you still have to get permission to use a copyrighted work. This usually means paying for the right to use it.

A contrasting postscript: The performing rights organization BMI has initiated an online music-licensing site at BMI.com. BMI distributes royalties to songwriters, composers and publishing companies according to the usage of their music on the Internet. Web sites will pay according to their annual gross revenue. The fees cover public performances of over 4 million copyrighted works. This system makes it possible for e-commerce sites that use streaming audio to do the right thing. How about that?

The author invites responses to the sermon printed above, and promises that the next MP3 Update will feature mostly fun, informative, hands-on kind of stuff, with a minimum of opinion. -DW

DJ AUCTION WORLD

Now you BUY & SELL DJ Gear Online

List your item for FREE

Please visit our website for details

Amplifiers	Lighting Effects
CD Players	Lighting Controllers
Speakers	Strobe Lights
Mixers	Intelligent Lighting
Microphones	Fog & Bubble Machines
Samplers	Par Cans & Pin Spots
Turntables	Lasers
Cases & Racks	Tripods & Trussing
Karaoke Gear	Light Bulbs

Enter Our Huge DJ Gear Give-A-Way Contest

We have changed the way you use the internet

www.DJAuctionWorld.com

We are the official internet auction for DJs

Birth of the BOOTH

Everything in one case... one BIG case!

Is it bigger than a breadbox? It depends how you look at it. For Larry Mulligan of Port Jervis, NY, this is a breadbox. Bread as in cash, that is. The problem for Larry was getting in and out of gigs as quickly as possible. Short set-up and tear down means more time for more jobs and more time to devote to marketing and growing his business. Since designing and building his systems into what he calls The Mulligan Mobile DJ Booth, Larry had reduced set-up time, lights and all, to under fifteen minutes, at a casual pace from roll-in.

This particular unit contains 2 QSC Powerlight amps, a Rane mixer, controller for Bose speaker system, ultimate light stands, Aphex compressor/ limiter, Shure wireless system, Denon MKIII CDPs with controller and ETA power regulator. Even with all that gear, there's still room for 550 CDs in plastic sleeves, props, cords and cables. According to Larry, "I designed this case so that all I need to do is roll it in, run the cord to the AC and the cords to speakers. Even the lighting is set up so that I only need plug in one end. This greatly reduces the possibility of cord failure" For a clean look, the back panel becomes the front when set-up.

Designed to last through years of mobile abuse, Mulligan specified that the cases be built to the highest standards using only the best materials. Each case is hand constructed from 1/4" Douglas Fir plywood laminated with black plastic laminate. Interior panels are of 1/2 Baltic Birch and covered with commercial gray carpet. Wheels are 4" heavy duty locking swivels.

For more on Mulligan's Mobile DJ Booth, including information on how to order one for your own system, call 877-682-4687.

Imagine the Possibilities
for your speakers & lights...

Heavy duty aluminum alloy leg joint, with metal block tightening clamp assembly, provides strength and stability.

QUIK LOK®
"Stands Apart From The Rest"

- ✔ **Deluxe Aluminum Pneumatic Stands** for speakers/lighting with 1-3/8" (35mm) center tube
- ✔ **Superior Air-cushion Design** gently and safely lowers speaker cabinets eliminating sudden drops
- ✔ **Heavy Duty Aluminum Alloy Leg Joint** provides strength and stability
- ✔ **Non-Strip Out Height Adjustment** and leg joint collar hardware with block tightening clamp assembly
- ✔ **38 mm Adapter Included** for 38 mm (1-1/2") speaker cabinet mounts
- ✔ **Strong, Lightweight & Portable**
- ✔ **Silver Satin or Anodized Black Finish**
- ✔ **Limit Lifetime Warranty**

The 38 mm (1-1/2") add-on top plastic cap allows the stand to accommodate different standard speaker mounting seats.

Snap lock holder on height adjustment collar prevents the safety pin from scratching the tubes finish during transport.

To locate your nearest retailer or request a new Quik-Lok catalogue, contact a Music Industries Sales Rep at 1-800-431-6699.

There's still time...but not much!

GO NOW TO
www.mobilebeat.com
to register or
call 716-385-9920

Program Includes:

- ✔ Mark Ferrell's : "Getting What You're Worth" Three part presentation
- ✔ CLub Track Series with Dave Kreiner
- ✔ All Dance! All Day! with Mike Ficher
- ✔ Let's talk legal with Sheldon Starke
- ✔ 2 days of exhibits June 27+28

Plus: Sessions on
WEDDINGS-GAMES - KARAOKE -
MP3-TECH
and much more!!!

The event where both the seasoned professional and the relative newcomer can find the contacts and solutions to the industry concerns

COME, SHARE and LEARN

Complete schedule c

Badge Pickup begins Sunday June 25 at 5pm

Mobile Beat Cleveland DJ Show

June 26, 27, 28 2000

Cleveland Convention Center / Holiday Inn Lakeshore

PLUS!

HOT SUMMER NIGHTS!

ProSing's Kleveland Karaoke **Sunday** June 25

DJ All Stars **Monday** June 26

AmericanDJ's VIP Party **Tuesday** June 27

✓ Sunday June 25

Charity Golf Tournament from

ERG & The Source for Music

for more information call-800-465-0779 X221

or go to- www.thesourceformusic.com

Pro DJ's "The Ultimate Networking Event"

✓ Tuesday June 27, 6-8 pm

Rock and Roll Hall of Fame

"Summer in the City" FREE Concert Series

With Levon Helm and the Barn Burners

✓ Wednesday June 28, 6-9pm

✓ Post Show "Rap Session" with Mark Ferrell

(Preregistration required) call 909-699-1992

for more information or e-mail markferell@aol.com

Thursday June 29

Mobile Beat

DJ Show

Conference

CLEVELAND

Convention Center

June 26 • 27 • 28 2000

ROCK AND ROLL HALL OF FAME + MUSEUM

And Coming in 2001

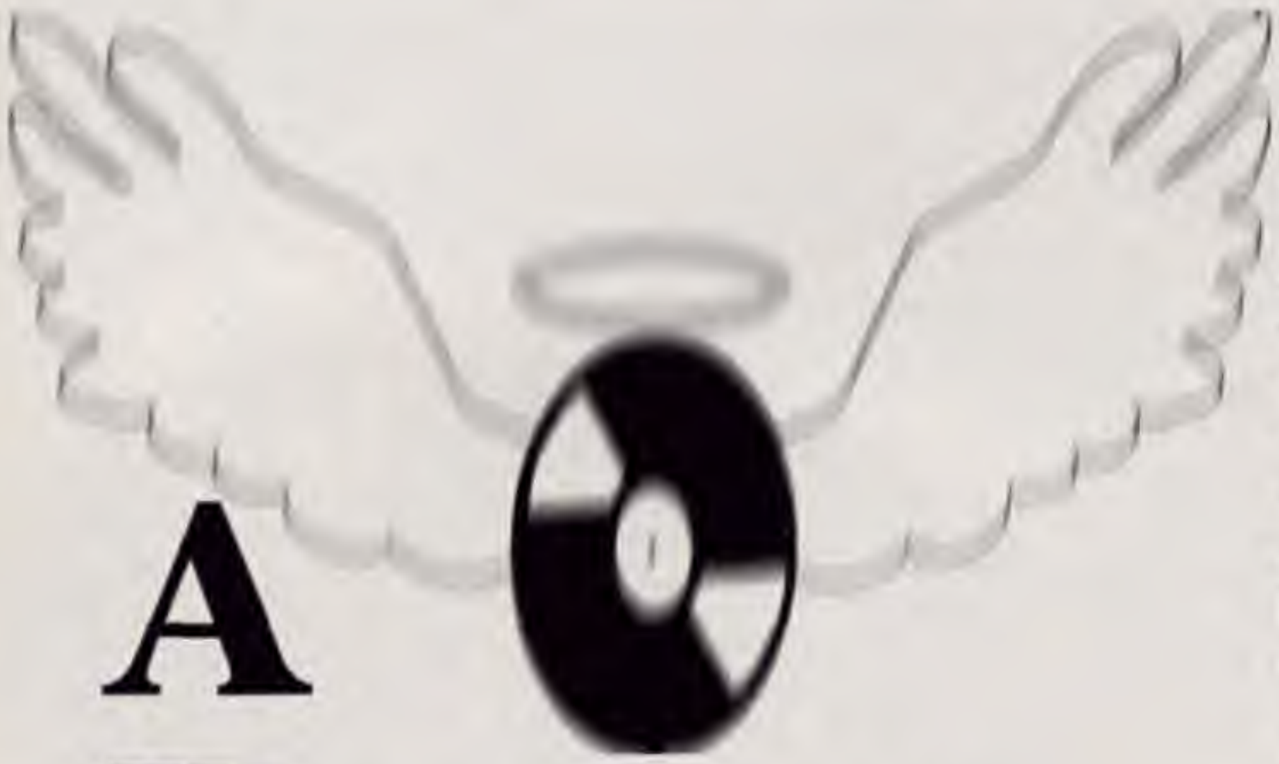
Mobile Beat

DJ Show and Conference

Las Vegas

Feb. 20-21-22

of events at www.mobilebeat.com/djshow



A Dance Step of Faith

YOU CAN'T GO WRONG WHEN YOU STAY WITH WHAT'S POSITIVE AND APPROPRIATE

By Jay Maxwell

If I live to be 109, I'll never forget my first gig. Although it was nineteen years ago, I still remember everything about it. I remember carrying in armloads of albums and singles and playing them on a home stereo system, hoping that it could fill the room without self-destructing.

For anyone who knows me well, it will come as no surprise that my Mobile DJ career began with me playing for a church group. I come from Christian roots and attempt to manifest my faith in everything that I do.

One of my careers is as Assistant Professor of Mathematics at a Christian university which requires that all instructors be professing Christians. My other career, DJ and manager of Jay Maxwell's Music By Request, doesn't require me to be a Christian. It does however afford me the opportunity to express my faith during a show by what I play and more often by what I do not play- due to explicit or implied lyrical content. In both of my careers, I make every attempt to implement the church's teachings about love and respect.

Ironically, it was only last year that I finally included a separate category for Christian music in the song list booklet that we send out to clients. Prior to then, I was rather embarrassed when people asked me if I had any Christian CDs. Of course I had them, I just wasn't "advertising" that fact. I would simply point out that the Christian music was within other categories. The Wedding category contained Bob Carlisle's "Butterfly Kisses" as well as Michael W. Smith's classics "Friends" and "I Will Be Here For You." The Modern Rock category contained songs by artists like Jars of Clay, Newsboys, and DC Talk. If someone was looking for Amy Grant, Kirk Franklin or Kathy Troccoli they would have to look in the Dance category.

It finally occurred to me to combine all these popular Christian songs in their own category. As with every category in the booklet that we send out, we could have listed several pages of songs that were suitable for the Christian genre. However, we narrowed the list to just the twenty-five most popular songs. It was time to come out of hiding and highlight the best songs of faith.

Getting together a good collection of contemporary Christian music is one of the easiest tasks you will ever undertake. Since 1996, the WOW series has seen the top Christian labels collaborating to compile a yearly collection of the top songs for the year. Each CD contains 30 songs, so the five CDs released thus far net a total of 150 dynamite songs.

Also, Time-Life has a superb collection called "Songs 4 Life." This is a 6 CD set containing 132 songs. Many of these are also found on the WOW CDs. A final disc that is a must have for any starter set is Power Jams. While this collection contains many of the popular artists found on the other sets, the songs are different. It represents some great dance tunes and cover versions of secular songs. For example: DC Talk modified the Doobie Brother's rocker, "Jesus Is Just Alright" and wait until you hear a Christianized version of Grand Funk's "Some Kind Of Wonderful".

Finding a niche in the market to play Christian music and music with a positive and uplifting message is easier than you might think. First, many schools (both public and private) hire us based on our moral criteria for music selection. Especially in today's popular culture, more and more CDs carry warnings about their lyrical content. We stress to the school's contacts that we make every effort to not play anything we wouldn't play at a church dance. As a result, we have the majority of the schools, parents, and youth organizations calling to book us. Even if we do not have requests for any of the songs on this page, we have an opportunity to witness for what we believe. We get to explain why we sometimes have to refuse to play some of the popular songs the kids request – the lyrics are just not appropriate. There are great songs with a positive message in every genre – dance, country, rock, as well as Christian. We want to have a positive influence on people and at the same time show them the time of their life – we therefore play just the best.

Another great marketing niche is church picnics. While you might at first think they would want nothing but Christian

TWO REASONS DJ'S CHOOSE US.

1. WE MAKE YOUR LIFE EASY.

2. WE MAKE YOU LOOK GOOD.

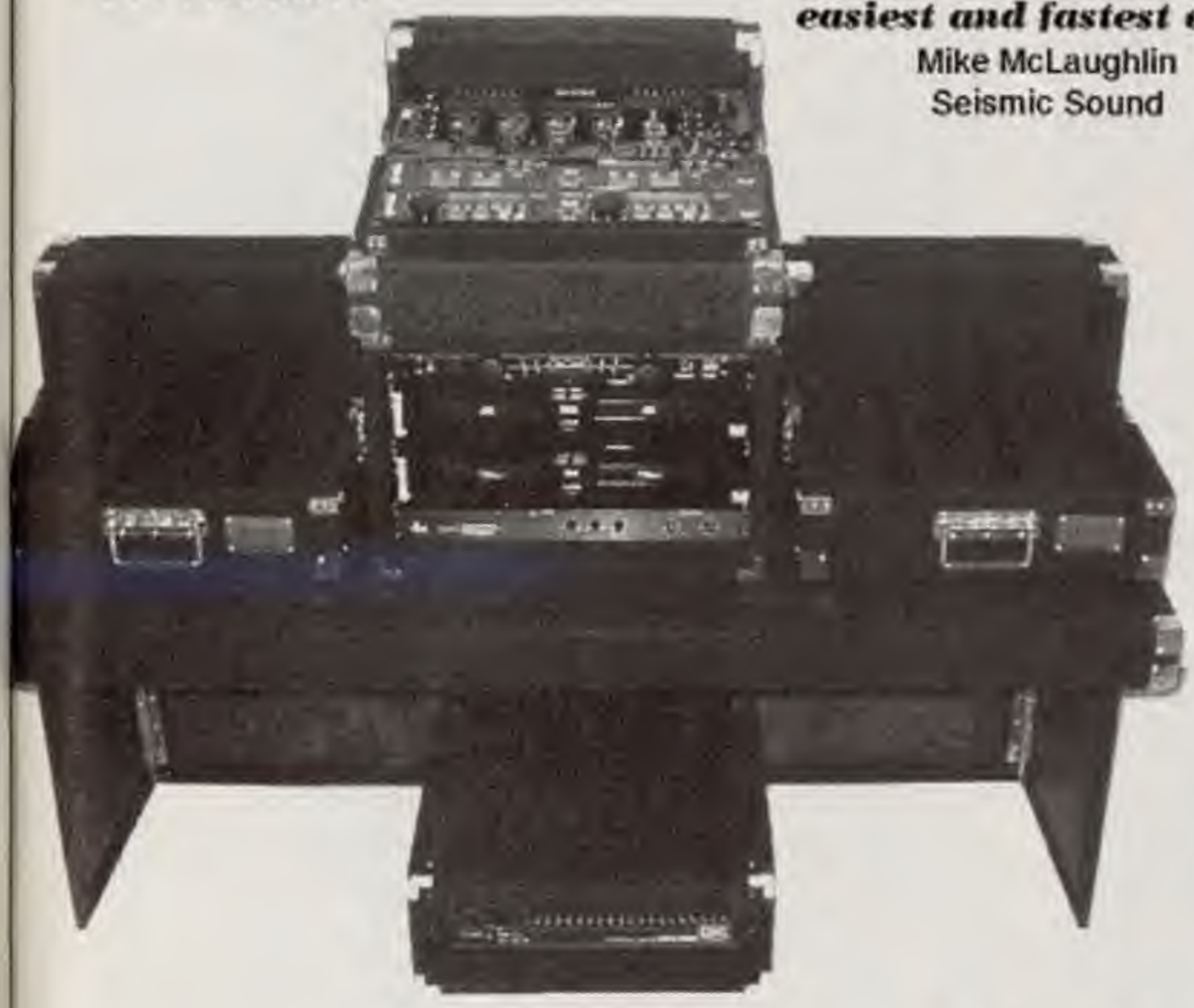
Showcase Presentations

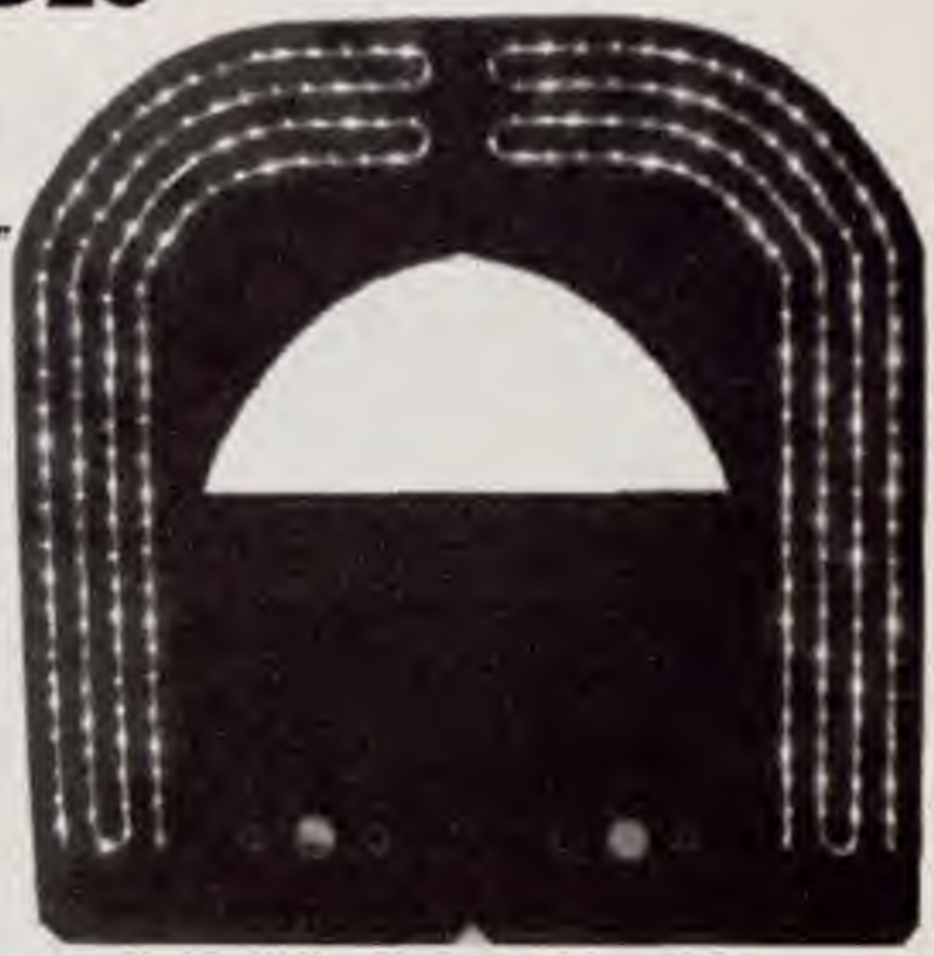
ROAD CASES
PORTABLE TABLES
CD & MD STORAGE
LIGHTING BOXES
LIGHTED DANCE FLOORS
DJ BOOTH FACADES

"One of the finest products ever made for pro DJ's. They are the best!"
Bobby Morganstein
BMP Productions

"I would never buy any other road case !"
Tommy Demers
Get Down Tonight

"I've never looked better! My set up and break down is the easiest and fastest ever!"
Mike McLaughlin
Seismic Sound





Limited dealerships available for select qualifying retailers

www.ShowcasePresentations.com
Call for a free catalog and one of our fine pro equipment dealers near you.

Made in the U.S.A. by:
S.P.I. Manufacturing
Brockton, MA 02301
508-587-1423

Looking for a little more?

Mobile Entertainment Company For Sale

Disc-Jockey and Karaoke Services

In business since 1976

Serves three markets in Texas

1999 Sales: Quarter Million $$$

50% growth in sales from the First Quarter 1999 to First Quarter 2000

www.djbiz4sale.com

210-403-9811

music, that is usually not the case. They still want to hear the standards that we play at almost every event: "The Electric Slide," "Y.M.C.A.," "The Chicken Dance," and "The Twist," to name a few.

Finally, the most lucrative market is weddings. Some brides want a very conservative DJ. They have heard all the horror stories of a DJ playing something that Mom or Dad or the Grandparents find quite offensive. Therefore, we get many wedding bookings because we can assure the bride that we not only know what to play to get people involved and have a great time, but we also know what not to play during a classy event like a wedding reception.

I actually had a bride once who wanted a DJ more than anything else at her reception but was overly concerned about the potential for causing her family undue embarrassment. She had two major problems: Her father was a Baptist minister and she was having her reception at the church social hall. She knew our reputation and she booked her event with us based on that knowledge. Our only stipulation in securing the contract was that we had to promise her that we would NOT play any dance music that night – only limited toe tapping was allowed. So, for the first time ever, someone told me: "Play Something We CAN'T Dance To!"

Maxwell's CCM Top 25

SONG TITLE	ARTIST
1. I WILL BE HERE FOR YOU	MICHAEL W. SMITH
2. STOMP	KIRK FRANKLIN
3. FRIENDS	MICHAEL W. SMITH
4. BUTTERFLY KISSESS	BOB CARLISLE
5. I WILL BE HERE	STEVEN C.CHAPMAN
6. PLACE IN THIS WORLD	MICHAEL W. SMITH
7. REVOLUTION	KIRK FRANKLIN
8. DEVIL IS BAD	THE W'S
9. THAT'S WHAT LOVE IS FOR	AMY GRANT
10. BETWEEN YOU AND ME	DC TALK
11. SHINE	NEWSBOYS
12. FLOOD	JARS OF CLAY
13. RIOT	CARMAN
14. FATHER'S EYES	AMY GRANT
15. GREAT ADVENTURE	STEVEN C. CHAPMAN
16. I SURRENDER ALL	CLAY CROSSE
17. MORE THAN YOU KNOW	OUT OF EDEN
18. NO DOUBT	PETRA
19. REALITY	NEWSBOYS
20. WE CAN MAKE A DIFFERENCE	JACI VALASQUEZ
21. CRAZY TIMES	JARS OF CLAY
22. SAVING THE WORLD	CLAY CROSSE
23. SOUNDS OF HEAVEN	KATHY TROCCOLI
24. WOO HOO	NEWSBOYS
25. STEP OF FAITH	CARMAN

Mirage Holographic CD Labels

No other can compare! This cool holographic CD label will give you the effect and get the attention you are looking for. Whether you record your own music for business purposes or just want to create a cool-looking CD library, these are the labels that will give you the effect you want! The CD Labeler Starter Kit comes complete with 20 labels, four of each cool holographic design & four of the water-resistant photo glossy, software which provides 50 clip-art images and 30 backgrounds. You can even import your own images or logos for an even more personalized look. Try them out, the results are awesome!

Contact us at:
www.mirageinkjet.com
888.MIRAGE.6

FEED THE NEED!

3 NEW ITEMS ON THE MONTHLY MENU!

The latest "West Coast" latin music. Featuring Mariachi, Banda, Tejano, Ranchera and more.

The hottest Latin Dance. Featuring Merengue, Salsa, Bachata, Vallenato and more.

The hottest Contemporary Christian and Positive Message music, covering every genre, from Rap and Hip Hop to Rock.

• digitally mastered • original artists • current hits

Entertainment Resources Group

call: 1-800-465-0779 or surf: www.ergmusic.com

CD Compilations For Use By Radio Stations and Professional DJs Only. Not For Sale To The Public.

$$$ CASH FOR YOUR BUSINESS $$$

The nation's largest wedding services company

is looking to purchase your DJ company and give you a future as an executive in a national organization.

To learn more call 1-800-843-7767

CAVS JB-99

CD/CD+G Digital Jukebox

INSTANTLY ACCESS UP TO 12,000 CD/CD+G SONGS

Newly Arrived!!! CAVS JB-99, a multi-functional music machine designed to meet the demands of professional DJs and KJs. It is three-in-one machine, combining the functions of a traditional disc player (plays audio CD, CD+G, video CD), a traditional disc changer (holds up to twelve thousand CD or CD+G songs) and a traditional jukebox (enables access to any songs instantly). CAVS JB-99 is a marvel achieved by using the latest technology in **MP3+Graphics**.

Download CD/CD+G songs with music AND graphics into
JB-99 **directly from your CD/CD+G discs** or...**directly from the Internet!**
(Easy PC download software included)

FEATURES

Play CD/CD+G songs from the internal memory of JB-99 using MP3+Graphics technology
Play any standard audio CD, CD+G and video CD (ver 1.1, 2.0)
Capture CD and CD+G songs directly from CD and CD+G discs
Support MP3+Graphics data file download and backup through PC and Internet
Memory capacity of 12,000 songs
Built in equalizer
Key control, tempo control, voice cancel functions
Tempo change, key change, voice cancel and fanfare functions

Visit our website for more details:
www.cavsusa.com

CAVS

800-957-2287 Long Beach, CA

how hot can they take it?

By David Kreiner

Want to really test to see what your crowd is made of? Check out this list of super hot remixes to add to your summer playlist. Faster tempo songs are making strong headway on national radio playlists; this translates into sweaty late night dance sets and higher BPMs on your mobile playlists.

Ultimix #76 starts out with N'Sync's "Bye Bye Bye" at 95 BPM and aside from supplying a strong 32 beat intro, middle, and outro, stays close to the radio version. There are some nice breaks and stutters making this is a good version to use for early evening. Bloodhound Gang's "The Bad Touch" at 128 BPM is given a re-work here with subtle Latin percussion and a drum beat cut in half in the intro. Things get going with the first verse. It's much more usable than the radio version.

British DJ and songstress Sonique's "It Feels So Good," at a peppy 135 BPM, is the stand out song on this issue. A little clubier here with some of the freestyle beats removed and breakbeats added. Stark production and instrumentation keep the mix clean. There is a breakdown in the middle, which cuts the beat in half with a short accapella vocal, then right back into the fast version.

Eyes Cream's "Fly Away (Bye Bye)," at 132 BPM, is done here with a very straightforward Euro-pop dance feel; a very crisp and very usable late night track with a techno sounding bassline. This song would mix perfectly with Sylvester's "You Make Me Feel, Mighty Real." "Blue," by Eiffel 65, has a real fat drum beat at 129 BPM to get things going. More stripped down than most current mixes available, this will keep the crowd going. The middle has some cool breaks and beats and takes the song out with this drum pattern.

Hashim Al-Naafyish, "The Soul" Y2K Mixes at 138 BPM is a club instrumental classic that gets a great workout here. Use this song as an excellent way to transition from house to techno sets. Ultimix's trademark medleys are represented by the 1999 Flashback Medley Pt #2 (128-139 BPM) lasting 13:29 minutes. It's all high-energy dance stuff that is perfect for summer with a strong retro disco feel. Artists include Enrique Iglasias, Marc Anthony, Jennifer Lopez, Destiny's Child, JS 16 and more. Closing out the set is Daisey's "Boogie Your Body" at 138 BPM with a strong freestyle beat.

Speaking of summer heat, **X-Mix #54** is all energy! Starting it off is their trademark "House of X-Mix (medley) for 13:56, at a steamy 135 BPMs. This medley is all instrumental house and techno in a non-stop mix. Next is an X-mix exclusive of "Koochy," by Armand Van Helden at 127 BPM. A sample of Gary Numan's "Cars" is used extensively. Some of the scratching will throw some dancers off. Sonic's "It Feels So Good," at 135 BPM, gets a nice workout here with strong intro, middle and outro beats. Lots of holes to lay over. At 132 BPM, "Imagination," by SKB, is a trancey Euro song with clean production and strong beats for late night.

The Jessica Simpson/Nick Lachey ballad "Where You Are" gets a dance makeover at

THE VIPER II

GO WITH PRO POWER

THE PRO'S...

The Viper II is one of VocoPro's most powerful systems in our Professional Karaoke Series. The complete system is contained within two carpeted road cases. Enclosed in the top case is a single space 300w power amplifier and VocoPro's CDG-X3Mark II player. The Mark II CDG player is shock resistant and features a cassette deck to play and record, digital echo and delay, a 19-step digital key control, 3 microphone inputs (one for announcements or instruments), vocal cancel and vocal partner Karaoke features and plenty of expandability options. The lower case features two professional 15" Eminence® woofers which are enclosed behind sturdy metal grills, and two Motorola® horn tweeters. The Viper II is truly an excellent choice for any professional Karaoke application.

www.vocopro.com

For your nearest Vocopro Dealer Call
(800)678-5348
Fax (626)968-1998
E-Mail: info@vocopro.com
or Visit us on the web site at:
www.vocopro.com

VocoPro
ULTIMATE CHOICE OF KARAOKE ENTERTAINMENT

128 BPM. Starting with conga drums, it builds into a techno/pop, synth, bass and drum track. This actually works as a dance record and will be a huge hit on the dance floor. Shannon's classic "Give Me Tonight" at 134 BPM gets a Y2K workout. With a bass drum-only intro, it builds to a very powerful high-energy dance song featuring with a heavy Euro vibe with lots of filtering. Besides the vocal, this remake bears no resemblance to the original. It's all Y2K.

Eyes Cream's "Fly Away," at 132 BPM, is here with all its Euro/pop flavor. Clean production and breaks make this very usable for late night sets. Catapila's "Void (I Need You)," at 132 BPM, is another late night burner with clean girl vocals and strong techno beats. The Bobby D'Ambrosio / Kelli Sae track "Here I Am," closes out this set with a 126 BPM club dance remix.

X-Mix's spur series **Urban #38** is out with some real strong hip hop and R&B radio hits. It begins with "There You Go" by Pink, at a brisk 108 BPM and featuring a little dancehall rapping from Mad Lion to get it going. This remix is excellent and works well with everything that is out right now. It's a great song to be used as a set starter.

"Love Is Blind" by Eve / Faith Evans is a pretty straightforward R&B song at 91 BPM. "Shackles (Praise You)," by Mary Mary, is a big radio song and done well here at 100 BPMs with strong beats and "Put the needle on the record" vocal samples thrown in for fun. "Forget About Dre" from Dr. Dre / Eminem is here at a brisk 134 booty beats per minute. This beat works well for late night energy sets. Closing out the set is "So Sweet" by Brook Russell with a strong 100 BPM dancehall beat pushing this remix right along.

Hot Tracks 19.1 starts out with N'Sync's "Bye, Bye, Bye" and, like the Ultimix version, stays close to the radio version. Only X-Mix #53 has a house version. An upbeat mix here would help propel this remix. Amber's "Above the Clouds", is a great late night house record that has tons of energy at 100 130 BPM. Clean production and strong drum and bass lines make this remix cook. Christina Aguilera's "What A Girl Wants" starts out at the 80 BPM radio version until someone turns off the turntable and yells "Yo DJ, give me some BPMs" Finally, we have a dance version of this great radio song at a sweaty 130. This is the standout cut on this issue. Club Diva Martha Wash is here with a clubby "Listen To The People" at 130 BPM.

Ricky Martin's "Shake Your Bon Bon" is included at 130 BPM. This is a late entry as hits go, but it is still usable during the summer time. Good remix and tons of energy. Broadway's latest diva, Linda Eder joins with a very danceable "Never Dance" at 130 BPM. This club record is strictly a late night song.

Alternative/Modern Rock act Len is here with "Man of the Year" at a brisk 131 BPM. It's a great alternative to the cute Euro

Special Price!
$19.95
Spinnin' 2000
The Ultimate Guide to Fun and Profit As a Mobile DJ
By Robert A. Lindquist & Dennis E. Hampson
MAKE MORE MONEY & HAVE MORE FUN!
Updated & Revised
THE #1 BUSINESS-OPPORTUNITY GUIDE FOR DJS AND ENTERTAINMENT SERVICES
SPINNIN' 2000 explains in detail . . .
• PRO SOUND AND LIGHTING EQUIPMENT
• MIXING TECHNIQUES
• ASSEMBLING A SOUND SYSTEM AND MUSIC LIBRARY
• PERFORMING AT WEDDINGS AND OTHER FUNCTIONS
• MANAGING A DJ SERVICE • TRAINING DJS • CONTRACTS
• ADVERTISING YOUR SERVICE • GETTING JOBS
• AND MUCH MORE!
For Visa/Mastercard orders go to http://mall.prodj.com/djbooks or call 800-892-4060
Or send check or money order for $19.95 plus $3 s/h with name and shipping information to:
Spinnin' Pro DJ, P.O. Box 5, East Rochester, NY 14445.
NY Residents please include appropriate sales tax.

sound that is back in style. La Rissa's huge club and radio hit "I Do Both Jay & Jane" features a killer freestyle remix at 131 BPM. This is one of the best remixes and is one of the strongest songs on this set. Samples of "Planet Soul" fit right in with this killer track. Just when you thought there were enough remixes Eiffel 65's "Blue," here comes another stab at this giddy radio hit. Clean production, strong synth bass line and mixable breaks keep this one pumping at 131 BPM. Sonique's huge radio and club hit "Feels So Good" cooks at 135 BPMs. A little bit different bass line and violin string line background add a new flavor to this remix. Lou Bega's " Tricky,Tricky" closes out this set with Run DMC vocal sample of "It's Tricky". Another late entry of an older radio song will still work this summer. As always, there is a 9 song free bonus CD included that is not remixed, but contains extended dance versions. Very cool and the price is right!

High energy dance music is finally coming back strong. This trend will get stronger this summer as radio and clubs play more of this style all summer long.

All of the CD's reviewed above are available from The Source DJ Music Supply: The nations largest supplier of music for mobile and nightclub DJs featuring CD compilations, 12" vinyl, remixes and much more. Call 800-775-3472, email SCMSRECORD@aol.com, or surf www.thesourceformusic.com

HOT TRACKS 19.1

N'Sync	Bye, Bye, Bye	95.0
Amber	Above the Clouds	130.0
Christina Aguilera	What A Girl Wants	130.0
Martha Wash	Listen To The People	130.0
Ricky Martin	Shake Your Bon Bon	130.0
Linda Eder	Never Dance	130.1
Len	Man of the Year	131.2
Jaci Velasquez	Love Will Find U	131.4
La Rissa	I Do Both Jay & Jane	131.7
Eiffel 65	Blue	131.8
Sonique	Feels So Good	135.0
Lou Bega	Tricky,Tricky	151.2

19-1 BONUS CD

Jennifer Lopez	Feelin So Good (Thunderpuss Mix)
The Bloodhound Gang	The Bad Touch (Eiffel 65 Edit)
Taylor Dayne	Planet Love (Extended Mix)
Groove Armada	I See You Baby (Fatboy Slim Remix)
Angela Via	Picture Perfect (Eddie Aroyo Mix)

DMX-SCAN-16 $313
16 gobo's & colors. Split colors and strobing!!

DMX-MOON $165
projects a two layered rotating effect. Linkable!

MOBILE-SCAN-SS $298
11 gobo's + blackout, 7 dichroic colors + white!!

SWIVEL-JET $314
9 gobo's +black out, built in programs!!

UNCLOGIT-Q $7.50
Quart jug of fog machine cleaning liquid!!

MIGHTYSCAN-PAK4 $2,199
4 American DJ MIGHTYSCAN intelligent lights plus our DMX-STEP-ONE rack mount controller

MIC-WFM $39
Wireless hand held mic system for karaoke!!

www.cheaplights.com

From High Energy Lighting, Houston Texas U. S. A.
America's Largest DJ Lighting Warehouse

To Order, Call 800 880-0883

MUSICNEWS

Alex Gopher ..... Party People (Etienne De Crecy Mix)
Kim Lukas ..... All I Really Want (Eiffel 65 edit)
Tito Puente/Olga Tanon ..... Ran Kan Kan (Pablo Flores New Club Mix)
Deep Obsession ..... One & Only (Extended mix)

X-MIX 54

The After Hours House of "X" (medley) 13:56
a: William Orbit ..... Adagio for Strings 135
b: Starecase ..... First Floor Deadlock 135
c: Jonah/Ssst ..... Listen 135
d: Georgio Moroder vs Jam & Spoon The Chase 135
e: Paul van Dyke ..... Avenue 135
Koochy ..... Armand Van Helden 127
Sonique ..... It Feels So Good 135
SK8 ..... Imagination 132
Jessica Simpson / Nick Lachey . Where You Are 128
Shannon ..... Give Me Tonight 134
Eyes Cream ..... Fly Away 132
Catapila Void ..... (I Need You) CD BONUS 132
Bobby D'Ambrosio / Kelli Sae . Here I Am CD BONUS 126

ULTIMIX 76

N'Sync ..... Bye Bye Bye 95
Bloodhound Gang ..... The Bad Touch 128
Sonique ..... It Feels So Good 135
Eyes Cream ..... Fly Away (Bye Bye) 132
Eiffel 65 ..... Blue 129
Hashim Al-Naafyshi ..... Y2K Mixes 138
Daisey ..... Boogie Your Body CD Bonus 138
1999 Flashback Medley Pt #2 13:29 128-139

URBAN 38

There You Go ..... Pink 108
Love Is Blind ..... Eve / Faith Evans 91
Shackles (Praise You) ..... Mary Mary 100
Forget About Dre ..... Dr. Dre / Eminem 134
So Sweet ..... Brook Russell 100 CD Bonus

the Entertainer series™
NEW! FROM THE MAKERS OF LOST CLASSICS™
Priddis Music introduces their new "Entertainer Series" Karaoke CDGs. Unlike the Priddis flagship 5 song ProSound series, the new E Series contains 15 of the hottest songs on each disc. The E series is CDG with on screen lyrics (no printed lyric book or rehearsal tracks). With 16 years of experience in the karaoke music industry, Priddis Music maintains the same stringent quality standards with the new E Series that their loyal customers have come to expect.
priddis
KARAOKE

...PEACE OF MIND!
Priddis Music will replace damaged or "worn out" E Series CD+G's free of charge. Eliminate the hassel of making back up copies. Instead, we will back you up! For details call (800) 326-3062!

Priddis Music LLC
P.O. Box 345
Pleasant Grove UT 84062-0345
Phone: (800) 326-3062
Website: www.priddis.com
Email: sing@priddis.com
Fax: (801) 785-6705

NEW!

Sing Flashback Favorites #9016

MATERIAL GIRL ..... Sing Like Madonna
CONSTANT CRAVING ..... Sing Like KD Lang
LOVE SHACK ..... Sing Like B-52's
DREAMS ..... Sing Like Fleetwood Mac
LUCKY STAR ..... Sing Like Madonna
BORN TO BE WILD .... Sing Like Steppenwolf
OLD FASHIONED LOVE SONG .. Sing Three Dog Night
LISTEN TO THE MUSIC . Sing Like Doobie Bros.
MARGARITAVILLE ..... Sing Like Jimmy Buffett
MIDDLE OF THE ROAD ...Sing The Pretenders
JOY TO THE WORLD .... Sing Three Dog Night
SHAKE YOUR BOOTY . Sing KC & The Sunshine Band
KUNG FU FIGHTING .... Sing Like Carl Douglas
WANNA BE STARTIN' SOMETHIN' ..Sing M. Jackson
YOU'RE THE FIRST, THE LAST .. Sing Barry White

CD+G Price $24.95

NEW!

Sing Best Pop 2000 v.3 #9017

THE ONE ..... Sing Like The Backstreet Boys
NO ONE ELSE COMES CLOSE . Sing Backstreet Boys
IT'S GOTTA BE YOU ..... Sing The Backstreet Boys
DON'T WANT YOU BACK ..... Sing Backstreet Boys
SPANISH EYES ..... Sing Like The Backstreet Boys
MARIA MARIA .. Sing Carlos Santana w/ Product G&B
AMERICAN WOMAN .... Sing Like Lenny Kravitz
IT'S GONNA BE ME ..... Sing Like 'N Sync
THIS I PROMISE YOU ..... Sing Like 'N Sync
JUST GOT PAID ..... Sing Like 'N Sync
SHE'S ALL I'VE EVER HAD ... Sing Ricky Martin
PRIVATE EMOTION .. Sing Like Ricky Martin w/ Meja
WHERE YOU ARE . Sing J. Simpson & N. Lachey
SAY MY NAME ..... Sing Like Destiny's Child
GRADUATION (FRIENDS FOREVER) .. Sing Vitamin C

CD+G Price $24.95

FOR A FREE COMPLETE CATALOG OR TO LOCATE A PRIDDIS DEALER NEAR YOU CALL TOLL FREE: (800) 326-3062

KARAOKE SPOTLIGHT SERIES™

GREAT NEW LOOK

SAME GREAT QUALITY

COLOR CODED TITLE CATEGORIES

SONG TITLES LISTED ON FRONT

You'll be a Pretty Mean Sister when you're singing the songs on this disc!

PRETTY SISTERS MEAN

- ***500th Spotlight Series® CDG!***
- ***The first 1000 CDGs include a tattoo!***
- ***Sing songs in the style of: Madonna, Aretha Franklin, Melissa Etheridge, Pat Benatar, Garbage and more!***

Sound Choice

"The Quality Leader In Karaoke Sing-Along"

14100 South Lakes Dr. • Charlotte, NC 28273
800-788-4487
www.soundchoice.com

Sound Choice

"The Quality Leader In Karaoke Sing-Along"

When It's Good It's Very Good!

By Fred Sebastian

What's Hot? Summer's here so it's more like what's not! In particular, two forms of music are hot with young crowds and appealing to wider audiences and dance club enthusiasts. I'm referring to Techno/Electronica and Trance music. With Trance, as with others, there's good and bad. In this column we'll take a look at some new compilations to keep you on the right tracks. Bad Trance, like bad techno, often has little in common with music as most know it. On the other hand, Techno and Electronica have introduced some very talented creators who have produced some good music. As the name implies, Trance music can be a bit out there but when it's good its rhythmic melodies can be captivating and hypnotic. The top hit "Blue" by Eiffel 65 is a great example. An outgrowth of Techno, Trance is electronic music (usually little or no vocals) tied together with solid Dance beats. Like all types of music the flavors can be endless. Two of our featured compilations are loaded with hot new Trance and Techno. In addition, we'll zip across the music genres with a variety of new compilations containing music old and new to spice up your Hot Summer Nights!

There are 90s hit compilations and then there are 90s HITS compilations Here's one that's all HITS! I'm talking 42 tracks and all Top 10 Hits. **"GREATEST HITS OF THE NINETIES"** is a lively compilation filled with upbeat, mostly danceable Top 40 tunes. This surefire winner includes some tracks you might not expect, with extensive liner notes entitled "Story of the Decade". This should serve as a great source of info for music trivia contests. With the quantity of top hits on this double CD compilation, it can likely take the place of several CDs in your collection.

Never Ever ..... ALL SAINTS
I Believe I Can Fly ..... R. KELLY
Gangsta's Paradise ..... COOLIO w/ L.V.
Brimful Of Asha ..... CORNERSHOP
Kiss Me ..... SIXPENCE NONE THE RICHER
Road Rage ..... CATATONIA

DON'T PAY RETAIL PRICES!
YOU CAN BUY DIRECT FROM THE MANUFACTURER!
OPEN TO THE PUBLIC!
RAW WOOFERS, TWEETERS, HORNS, COMPRESSION DRIVERS & CROSS OVERS!
HANDLES $5.00
600 WATTS MAX
100 DB SPL
F.R. 50HZ - 16KHZ
19"W x 16"D x 26"H
100% MADE IN USA!
$299
DJ COFFINS STARTING $119.00
CD CASES FROM $79.00
12" RECORD CASES FROM $79.00
SATISFACTION GUARANTEED!
CORNERS $.50
800 WATTS MAX OF HEART POUNDING BASS!
F.R. 35HZ - 1200HZ
24"W x 24"D x 24"H
100% MADE IN USA!
$289
PA OR DJ EMPTY CABINETS FROM $59.00 EA
CALL FOR 100's OF OTHER PRODUCTS
COMBO RACKS STARTING $139
LATCHES FROM $4.95
GREG'S PRO AUDIO
11940 E. Washington Blvd. • Whittier, CA 90606
CALL FOR FREE CATALOG
(562) 907-9528 • FAX (562) 907-9438 • Email: Jowee213@aol.com

A Girl Like You ..... EDWYN COLLINS
What's The Frequency Kenneth ..... R.E.M.
You're Gorgeous ..... BABY BIRD
Stupid Girl ..... GARBAGE
One Love ..... THE STONE ROSES
North Country Boy ..... THE CHARLATANS
Step On ..... HAPPY MONDAYS
Enjoy The Silence ..... DEPECHE MODE
The Ballads Of Tom Jones .....
..... SPACE w/ CERYS OF CATATONIA
Take A Chance On Me ..... ERASURE
Vindaloo ..... FAT LES
Oh Carolina ..... SHAGGY
Each Time E17
Stranded ..... LUTRICIA McNEAL
Crush ..... JENNIFER PAIGE
Praise You ..... FATBOY SLIM
2 Times ..... ANN LEE
Feel It (Blunt Edit) ..... THE TAMPERER w/ MYA
9PM (Till I Come) ..... ATB
Sweet Like Chocolate ..... SHANKS & BIGFOOT
Turn Around PHATS & SMALL w/ MUTANT DISCO
Sun Is Shining .....
..... BOB MARLEY vs. FUNKSTAR DE LUXE
Sing It Back (Boris Musical Mix Edit) ... MOLOKO
Encore Une Fois (Blunt Radio Edit) ..... SASH!
Freed From Desire ..... GALA
Sunchyme ..... DARIO G.
Ooh La La ..... THE WISEGUYS
Jump Around ..... HOUSE OF PAIN
Red Alert ..... BASEMENT JAXX
Born Slippy ..... UNDERWORLD
Ebeneezer Goode ..... THE SHAMEN
Dub Be Good To Me ..... BEATS INTERNATIONAL
U R The Best Thing (Perfecto Radio Mix) D:REAM
Crazy (D'Influence '96 Mix) ... MARK MORRISON
You've Got A Friend ..... BRAND NEW HEAVIES
Remember Me ..... THE BLUE BOY

Try and tell a young teenager that Techno is dead and you'll be missing the boat. Maybe not the first boat, but surely the boats still bringing in hot new Techno tracks to satisfy the continuing demand of clubbers, and the regular alpha-beta-Joe-4-zero-Blo-seven-niner's alike. The new release **"TECHNO 2000"** should be a smash. It's loaded with fresh Dance cuts with and without vocals. More than a few of these killer cuts may be headed for chart tops. And the coolest thing is that even the grays in your audience might dig it. This isn't the kind of industrial Techno that makes ears bleed or breaks blood vessels in your brain. It's good Dance music. You might even say it's more musical, (a kinder, gentler) Techno. It's got energy, it's got killer instrumentation and sound quality, it's good new stuff. Here's the 37 track lineup:

Into Another ..... TALLA 2XLC
Domo Origato ..... MASCHINENMENSCH
Abfahrt ..... DER VERFALL
One, Two, Three SQ-1
Anthem #2 ..... FLOORFILLA
Learning To Fly ..... MOTHER & PRIDE
Schluck Du Luder ..... DJ ORAL
Join Me ..... LIGHTFORCE
Use Your Imagination ..... FUTORO VIVERE
Wake Up ..... SUNBEAN
Psycho Terror Pt. 1 ..... EXPERIMENT K
2000 ..... BINARY FINARY
Loops And Things ..... RICHTHOVEN
K.A.U.N. (Miss Shiva Mix) ..... ONLINE
Apache ..... STARFIGHTER
Brain Pie ..... NUTS & BALTS
Surreal Brazil ..... FLORIAN F.
Walhala ..... GOURYELLA
Flashback ..... DJ TOMCRAFT
Eternity Is Past ..... KOALA w/ DJ DAVE
Space People 2000 ..... DJ CRACK
Feel Good ..... SOUNDMACHINE
Superdisco RMX ..... MO-DO
Puppunanny ..... AFRIKA BAMBAATAA
Blow Ya Mind ..... LOCK 'N LOAD
Kilimanjaro ..... THE VENTURE
Greece 2000 ..... THREE DRIVES ON A VINYL
Future Trance ..... M-PLAX
The Frog ..... THE COACH
Acid Headcrackers ..... ASYS
Judy ..... C12 w/ JOLE
Piano 2000 ..... BOB L.T.D.
El Divino ..... ATAHIALPHA
After Dark ..... LAC TERRA
Hey DJ ..... MASTER RAY

Mobile Beat DJ Show & Conference

SHOW OPPORTUNITIES!

Want to show your stuff at one of the talent showcases?

Got a new interactive idea to share?

ENTERTAINMENT!

Write, fax or e-mail us for more info on how to participate in our next show!

Ideas Are a Dime a Dozen... Execution is Everything!

The Mobile Beat DJ Show is always searching for new and creative SEMINAR topics! Our new SHARING SESSION format allows the presenter a forum whereby a full-time moderator controls the tempo and brings in more participation from the audience.

If you specialize in a particular area that you think would be of interest to other DJs [illegible] we would like to hear from you! If you have [illegible] and it was not used, send it again for reconsideration.

SEMINARS!

Send all submissions or contact us for more info via:
Mike Buonaccorso • Mobile Beat Magazine • PO Box 309 • E. Rochester, NY 14445
fax: (716) 385-3637 • e-mail: mikeb@mobilebeat.com
!NO PHONE CALLS PLEASE!

Mobile BEAT

The DJ Magazine

If you like being the life of the party... Have we got the magazines for you! Sing! Dance! Party! and Get Paid! Subscribe online or call 716-385-9920
KARAOKE
www.mobilebeat.com
www.karaokesingermagazine.com

Karaoke Singer

Subscribe Now & Save

*SAVE $10

Mobile Beat : The DJ Magazine

❑ 1 Year $23 ❑ 2 Years $40 ❑ 3 Years $55

$33 Can. $50 Can. $75 Can.

Karaoke Singer Magazine

❑ 1 Year $23 ❑ 2 Years $40 ❑ 3 Years $55

$33 Can. $50 Can. $75 Can.

Name

Company Name

Address

City **State** **Zip**

Phone

E-mail

Visa/Mastercard/ Discover

Get a 1 year subscription to Karaoke Singer For just $13 with your 2 year subscription (or 1 year renewal) to Mobile Beat. (Not applicable to previous subscriptions) Not valid with other offers ❑

Cont'd from page 97

Way back, even before the Summer Of Love, the mark was made. Now, Sixties music is to Summer, what water is to wet. The **"NUMBER 1 60'S ALBUM Vol.2"** contains 50 multi-million selling songs from the sixties. This is a great collection of top all time favorites. Many of these continue to be top favorites at Weddings, Anniversaries, and even at young kids' parties.

Do You Love Me ..... DAVE CLARK FIVE
Go Now ..... MOODY BLUES
I Heard It Through The Grapevine ..... MARVIN GAYE
In The Midnight Hour ..... WILSON PICKETT
Keep On Running ..... SPENCER DAVIS GROUP
You Really Got Me ..... THE KINKS
Just One Look ..... HOLLIES
Monday Monday ..... MAMAS & THE PAPAS
All I Really Want To Do ..... THE BYRDS
Happy Together ..... THE TURTLES
Baby Come Back ..... THE EQUALS
Wonderful World Beautiful People ..... JIMMY CLIFF
Knock On Wood ..... EDDIE FLOYD
I Want You ..... BOB DYLAN
Baby Please Don't Go ..... THEM w/ VAN MORRISON
Everybody's Talkin' ..... HARRY NILSSON
Stop! In The Name Of Love ..... THE SUPREMES
Only The Lonely ..... ROY ORBISON
Save The Last Dance For Me ..... THE DRIFTERS
The Mighty Quinn ..... MANFRED MANN
Hole In My Shoe ..... TRAFFIC
I Get Around ..... BEACH BOYS
The Tears Of A Clown ..... SMOKEY & THE MIRACLES
Spanish Harlem ..... ARETHA FRANKLIN
With A Little Help From My Friends ..... JOE COCKER
Yerster Me, Yester You, Yesterday .... STEVIE WONDER
Because ..... DAVE CLARK FIVE
Alfie ..... DIONNE WARWICK
Let It Be Me ..... THE EVERLY BROTHERS
Raining In My Heart ..... BUDDY HOLLY
Unchained Melody ..... RIGHTEOUS BROTHERS
Half Way To Paradise ..... BILLY FURY
Let The Heartache Begin .. LONG JOHN BALDREY
Green Green Grass Of Home ..... TOM JONES
When A Man Loves A Woman .... PERCY SLEDGE
Stand By Me ..... BEN E. KING
(Sittin' On The) Dock Of The Bay ..... OTIS REDDING
My Girl ..... THE TEMPTATIONS
Losing You ..... DUSTY SPRINGFIELD
Make It Easy On Yourself ..... THE WALKER BROTHERS
Je Te' Aime... ..... BIRKIN & GAINSBOURG
Albatross ..... FLEETWOOD MAC
Love Is All Around ..... THE TROGGS
True Love Ways ..... PETER & GORDON
Bring It On Home To Me ..... ANIMALS
As Usual ..... BRENDA LEE
I'm Gonna Be Strong ..... GENE PITNEY
What A Wonderful World .... LOUIS ARMSTRONG
First Of May ..... BEE GEES

House music isn't the same everywhere but I was quite surprised by the new release **"NEW LATINO HOUSE"**. Expecting a familiar club sound flavored with Latin I was pleased to hear a variety of styles and original music ranging from great Latin Jazz to Salsa, Merengue, Samba, Cumbia, Mambo and more. There's lots of original percussion, horns, and Latin flavor, including some killer club dance tracks. In fact the song "Estelita" is guaranteed to fire up any house dance floor with its killer pulsating club sound. Many if not most of the tracks on this two CD collection are instrumental. Several are great :Latin flavored Trance cuts that include conga drums and horns. The assortment of styles and rhythms make this a very good choice. From the laid back Sambas of the beaches of Brazil, to the unmistakable Cumbias of Mexico, to the fiery hot club sounds of the Spanish island of Ibiza this double CD has got a lot to offer.

Batacuda Soul ..... CRICCO CASTELLI
Meringue ..... BOLIVAR
Bangs A Bongo ..... BATU CASU
Macuco ..... SAMBATUCADA
Old Hat New Hat ..... THE BEAUJOLAIS BAND
The Latin One ..... THE NEW JERSEY KINGS
Suave Suave ..... ORCHESTRA REVE
100% Cubano ..... RESPETAME
Samba De Mambo ..... MAMBO DE SAMBA
Desrebrada ..... OMAR SALLINAS
Vallarta Mix ..... TACO'S y ESTELITA
El Guayabo De La Ye ..... PALENQUE
Subteo ..... SAN FRANCISCO ALLSTARS
Mambito ..... SNOWBOY
A Forest Mighty Black ..... BATACUDA
El Venoa ..... CLUB LATINO
Karumba ..... LATINO BROS.
Descarga ..... CHARANSON
Josimar ..... ARAKATUBA & FILA BASILIA
Sexo Dinero E Fantasia ..... HANNY
Tu Me Quieres ..... PA ME BIEN
Que No Muera El Son ..... ANGEL VAILLANT
Pele ..... ARAKATUBA & FILA BASILIA
La Rumba De Freddi ..... JUST US THREE

As mentioned in the intro of this column, Techno and Trance music are continuing to hold and attract followers. This new compilation is a good example why. **"DREAM CLUB 3"** is two and a half hours of great, original, and usually kickin' upbeat Trance that'll make you dance. Unlike many noise compilations that passed themselves off as (and gave a bad name to) early Techno and Trance this compilation is good new music. Here's the lineup of great new tracks in this 2 CD set:

Join Me ..... LIGHTFORCE
Back In My Life ..... ALICE DEEJAY
Bla Bla Bla ..... GIGI D'ABOSTINO
S.U.N. Inferno ..... ANTHONY CARTER
Into My Brain .. MARIO LOPEZ & R.E.D. S.E.C.T.O.R.
Emotional Overload ..... THE HIGHLANDER
Walhalla ..... GOURYELLA
Dreams ..... QUENCH
Send Me An Angel ..... RAVELAB
Why Does My Heart..? (ATB Mix) ..... MOBY
Big Mistake ..... FULL HOUSE
Go Right For ..... DJ VALIUM
Lost In Love '00 ..... DJ YO! w/ The Dog
Northland ..... PHOTONIC
Ballade Pour Elise 2000 ... Frank Bizarre & F.M.F. GREG
Die Blechtrommel ..... TAIKO
U Got 2 Let The Music ..... MAX DEEJAY
Wake Up ..... SUNBEAM
Commandments ..... DJ SHAW
Eternity Is Past ..... KOALA w/ DJ DAVE
2000 ..... BINARY FINARY
Distorted Reality ..... ALPHAPRIME
Sarcasmo ..... NEUROGLIDER

MUSICNEWS

Sidewalk Cafe . THE DIGGERMAN MEETS ESCALATION
Das Erwachen ..... PHIL GREEN
Rainman (RMB Mix) ..... SALT LAKE
Children Of Paradise (DJ Shah RMX) ..... SAVON
Odyssey 3000 ..... HUMANFORCE
Stripped 2000 ..... MONI B.
Oasis ..... Y.O.M.C.
Silence ..... DELERIUM
Yoga Session ..... HOLE IN ONE
Hypnotic Harmony ..... PROGRESSIVE ATTACK
The Age Of Love ..... THE AGE OF LOVE

Are you ready for a flashback? Here is a newly released CD from the group whose name says disco just as much as Studio 54. It's a new release by Stars on 45. **"THE CLUB HITS"** by Stars On 45 should be hitting the streets right about the time you get this magazine. This new compilation features eight medleys with over 75 giant dance floor filling hits from the '70s and '80s.

MOVE YOUR BODY Medley:
I'm Every Woman / Celebration / Let's All Chant... etc.
LET'S DANCE Medley:
Dolce Vida / Ring My Bell / Boogie Nights etc.
STARS ON SOUL Medley:
Lost In Music / It's A LoveThing / Best Of My Love... etc.
DANCE ON STARS Medley:
Don't Leave Me This Way / Relight My Fire / Never Can Say Goodbye... etc.
STARS ON RAP Medley:
Rapper's Delight / Just Buggin' / White Lines etc.
GROOVIN' ON THE BEAT Medley:
Ain't No Stoppin' Us Now / Rock Your Baby...etc.
Stars On Soul Medley (Extended Version)
Move Your Body Medley (Extended Version)

While summertime is rapidlly ticking away, this issue would not be complete without at least one great summer compilation. Here's the **"ULTIMATE SUMMER PARTY"**, a self contained, complete party set that you just can't go wrong with. This double CD features many of the "must have" summer classics as well as recent dance hits. It's a great set and is an ideal compilation for the pool parties, beach parties, barbecues and just about anywhere else you can plug in. Tracks are:

Louie Louie ..... THE THREE AMIGOS
We Like To Party (The Vengabus) .... VENGABOYS
Sweet Like Chocolate ..... SHANKS & BIGFOOT
One For Sorrow ..... STEPS
Turn Around ..... MUTANT DISCO
Ecuador ..... SASH! w/ RODRIGUEZ
The Rockafeller Skank ..... FATBOY SLIM
Hawaii Five-O (Theme) ..... THE VENTURES
In The Navy ..... THE VILLAGE PEOPLE
Love Shack ..... B-52'S
Coco Jamboo ..... MR. PRESIDENT
Oh Carolina ..... SHAGGY
Shine ..... ASWAD
Sweat (A La La La La Long) ..... INNER CIRCLE
Hot Hot Hot ..... ARROW
The Bump ..... KENNY
D.I.S.C.O. ..... OTTAWAN
Club Tropicana ..... WHAM!
Walking On Sunshine ..... KATRINA & THE WAVES
Cruel Summer ..... BANANARAMA
Summer Holiday ... CLIFF RICHARD & SHADOWS
It's Not Unusual ..... TOM JONES
Music To Watch Girls By ..... ANDY WILLIAMS
I'm A Believer ..... THE MONKEES
Surfin' USA ..... THE BEACH BOYS
Mas Que Nada ..... SERGIO MENDES
La Bamba ..... LOS LOBOS
Lambada ..... KAOMA
Sex On The Beach ..... T SPOON
I'm Too Sexy ..... RIGHT SAID FRED
Feel It ..... THE TAMPERER w/ MAYA
Contact ..... EDWIN STARR
Lost In the Translation ..... PACIFICA
And It Hurts ..... DAYEENE
Keep Warm ..... JINNY
Vindaloo ..... FAT LES
Come On England! .... ENGLAND'S BARMY ARMY
American Pie ..... DON McLEAN
California Dreaming ..... MAMAS & THE PAPAS

For more information on any of the CDs in this column contact A.V.C. Sebastian at (973) 731-5290 or at avcsebastian @ msn.com

The Ultimate Music Guide for Mobile DJs!

Play Something We Can Dance To

Dance Music Guide Book!

Since 1982, *Mobile Beat's* Musicologist Jay Maxwell has tracked audience response to thousands of songs. This book lists over 1,500 of the most requested songs of all-time. Each listing includes the title, artist, year released and the BPM (where applicable). Plus, for your convenience, the entire list is sorted five ways: alphabetically by title and artist, category, BPM count and year!

• UPDATED TO INCLUDE MUSIC LISTS AS SEEN IN P.S.W.C.D.T. •

• Now available ON DISK for just $9.95 additional! •

To Order: With Visa or MasterCard - Call 716-385-9920 or send check or Money Order for $59.95 (includes shipping) to:
PSWCDT Music Guide, c/o Mobile Beat Magazine
P.O. Box 309, East Rochester, NY 14445

Categories include:
Alternative/Modern Rock
Big Band
Disco 1970-79
Dance 1980-89
Dance 1990-96
Fast Country
Rhythm & Blues/Rap
Reggae
Rock and Roll 1970-96
Slow Songs 1959-79
Slow Songs 1980-89
Slow Songs 1990-96
Slow Country
Sock Hop 1955-1969
Special/Novelty Songs
Vocalists
Wedding/Love Songs

Includes Year and BPM!

PRO·SING

800-PRO-SING

800-776-7464

FOR "ALL" YOUR KARAOKE NEEDS!

LOWEST PRICES - LARGEST INVENTORY

ONE-STOP-SHOPPING

PROFESSIONAL SALES STAFF

SAME DAY SHIPPING

FINANCING AVAILABLE

PROFESSIONAL DISCOUNTS

WHOLESALE PROGRAMS

Sound Choice®

MONSTER HITS

CD THE MUSIC MAESTRO + GRAPHICS

ChartBuster KARAOKE

AVF Latin
Backstage
Daichi Kosho
Legend Series
Nikkodo
NuTech
Panasonic
Pop Hits Monthly
SunFly
SyberSound
Top Hits Monthly

VocoPro — ULTIMATE CHOICE OF KARAOKE ENTERTAINMENT

RSQ — Real Sound Quality

American DJ

Pioneer

gemini®

KJPRO™

Pocket Songs

St★rDisc

Join our mailing list and receive discounts on karaoke products! Sign up a friend too!

Name _____ Name _____

Address _____ Address _____

City _____ State _____ Zip _____ City _____ State _____ Zip _____

Phone _____ Phone _____

E-Mail _____ E-Mail _____ MBAD0004

MAIL TO: PROSING-MBAD0004 • 12555 ENTERPRISE BLVD. #102 • LARGO, FL 33773

Taking Turns

Fair Singer Rotation Is Key To Karaoke Club Success

BY GREG TUTWILER

We've all had this happen. You have a crowded show with a singer rotation 20 to 25 requests deep and up walks Mr. Entertainment in your face swearing that you skipped his turn in the rotation and demanding to sing next.

You try (politely) to explain to him that if he hadn't gotten up to sing on the last three songs with his buddies, that maybe he would be singing now. Is this really that difficult to comprehend? You can bet he'd be first to complain if the prima donna across the room was on stage three times in a row.

It never ceases to amaze me. The things singers will do to get their name moved up on the list could fill pages. My favorite line is the one where the outcome of a guy's evening with his lady friend depends on him getting up to sing the very next song. And of course, there's the fellow who tries greasing my palm with a one-dollar bill. Do we really look that cheap?

Karaoke Telegraph

The point here is that we, as KJs, have an unofficial code of ethics to abide by if we want to stay busy on the club circuit. You know as well as I that karaoke patrons will not tolerate an unfair host. If you have "favorite singers" they know it. If you sing too much or if your music library is weak they know that too. Even though your shows are not attended by every singer in the area, you can bet on one thing, they ALL talk.

Karaoke is its own community with it's own line of communication. Word travels fast if you're a fair host and even faster if you're not. Personally, I recall learning the importance of proper singer rotation at my very first gig... it's the number one place where you can succeed or fail in the karaoke club scene.

Singer cycles

There are several ways to conduct your singer rotation and each has its pros and cons. The important thing is to select the one that best suits your tastes and stick with it. Establish the ground rules and stick to them. **PQ- Consistency in your method helps you establish a routine and lets your singers know how you operate. If you take a bribe from one of them, be prepared to take one from all of the rest.**

1) **The request slip or "ticket" method** - Singers pick up a preprinted request slip when they pick up a song catalog. This slip is filled out with their name and song request. This method may encourage them to make more than one request at a time so if you prefer only one song request at a time, state that clearly at the beginning of your show and remind them often of your "sing one, bring one" policy. (A company called Earth Bound Designs makes a canvas holder for keeping your request slips in order. 877-323-7246)

2) **The sign up sheet method** - Singers can come up to your station and put their name on a clip board list. In this case, you should only allow singers to sign up for one song at a time. It is also advisable to make duets count as one song for each singer in the duet or group. If they've sign up for in a duet or come up with someone else, that counts as their song selection. It promotes fair rotation and gives as many singers as possible an opportunity to sing.

3) The chalk board method - This is a less

common approach but one that I have seen on occasion. It is similar to the clip board list but it's more visible to the other patrons in the lounge. You can use a chalk board, dry erase board or easel and pad. Be careful however, names have a tendency to get erased.

4) The computer method - With more and more software designers writing programs for the DJ and KJ industry, software programs are becoming available that allow you to enter and keep track of your singer rotation electronically. (Midnight Software 780-489-0062)

It doesn't matter which method you use. Maybe you have one that's different from these. The bottom line to success is fairness and consistency. Develop a policy for singing at your show and post it at your station.Print it in your catalogs and in your newsletter if you send one out. Keep extra copies on hand as a defense against disgruntled singers. *If you've followed your own rules you'll* have plenty of ground to stand on and your show will be the most popular around.

Greg Tutwiler is the Managing Editor and Sales Manager for Karaoke Singer Magazine. He is also the owner of National DJ Connection and SingTime Karaoke, located in Harrisonburg, Virginia. Email questions or suggestion to Greg at KaraokeEditor@aol.com.

We need your help! We're developing an unofficial karaoke code of ethics to be published in a future issue. Email your suggestions to KaraokeEditor@aol.com or mail them to Greg Tutwiler,

2333 Rawley Pike, Harrisonburg, VA 22801.

Here are a few collected so far:

1) If you, as KJ, sing at your show, don't hog the mic. You should sing no more than those participating at your show. If it's a busy night, opening and closing the night singing should be your limit. As KJs, we're there as the host for the paying customers as they sing karaoke. In most cases, we are *not being paid to sing.*

2) Fair singer rotation is crucial. Develop your own ground rules and stick to them. Don't bend, even for yourself.

3) Duets count as one song selection for each singer. This promotes fair rotation for everyone.

4) Encourage applause for EVERY singer. Singers, ALL singers keep us in business. Bad singers are paying customers just like the good ones.

5) Conduct yourself in a professional manner. Over-consuming large quantities alcoholic beverages and swearing on the microphone reflects negatively on you. You never know who's in the audience. It could be your next contract.

Introducing...

The ULTIMATE Instructional DJ LIBRARY on Cassette!

Mobile BEAT
The DJ Magazine

LEARN FROM THE EXPERTS!

Indicate how many tapes of each selection you are purchasing in the space provided.

BARMITZVAHS
1. __ The Mitzvah Connection
2. __ A-B-Cs for the Bar Mitzvah DJ
3. __ Bar & Bat Mitzvahs

THE BASICS
4. __ DJ 101: Part 1
5. __ DJ 101: Part 2
6. __ Ten Steps: Starting & Operating a Successful DJ Service

DANCE AND DANCES
7. __ School Dances
8. __ Kids From 2 to 22: Parties, Dances, Special Events
9. __ School Daze Dances
10. __ Dance For DJs: From A to Z
11. __ The Video Dance Party
12. __ More Than the Macarena: Latin Music

PERFORMANCE
13. __ Mobile Mixing: Yes You Can!
14. __ More Mobile Mixing

WEDDINGS
15. __ Finding the Bride
16. __ Wedding Performances: The Finishing Touch
17. __ Wedding Receptions: Control!
18. __ Wedding DJ Supersession

BUSINESS OPERATIONS
19. __ Getting Your Price: Part 1
20. __ Getting Your Price: Part 2
21. __ Increasing Your Profits
22. __ Increasing Your Profits, Part II
23. __ Developing Your Entertainment Team
24. __ 99 Ideas for '99
25. __ Problem Solving Forum
26. __ How to Expand Your Mobile DJ Operation
27. __ Single Operator Forum
28. __ Single for Life: The One Person Operation
29. __ Single Operators: How to Survive Large Companies
30. __ Multi-systems: Options & Ideas
31. __ Working With the Competition
32. __ Beating Burnout
33. __ Organization

MARKETING
34. __ McKay's Marketing Megamix
35. __ Buzzwords: Corporate Proposals
36. __ Newsletters, Printed Materials, Keeping in Touch
37. __ Bookings Through Agencies & Party Planners

INTERACTIVE GAMES
38. __ Icebreakers
39. __ Icebreaker Supersession
40. __ It's More Than the Music: Magic & More
41. __ Beyond DJ: Props & More

LEGAL/TAX
42. __ Taxes & Bookkeeping for DJs
43. __ Legal Contracts, Contractors & the Competition
44. __ Legal & Business: BASIC
45. __ Legal & Business: ADVANCED
46. __ The 1099 Subcontractor
47. __ Payroll & Taxes
48. __ Legal Warfare: Boot Camp For DJs

TECH
49. __ Tech Support: The Speaker FAQs
50. __ Understanding Your Sound System
51. __ Audio Troubleshooting
52. __ The WOW Factor: High-End Toys
53. __ Tech Tips & System Design
54. __ Tech Talk: Bi-amping, Tri-amping
55. __ Lighting & Special Effects For the 21st Century
56. __ Lighting From A to Z
57. __ Robotic Lighting, Design, Dichroic Colors
58. __ Soundcheck: Can You Hear the Difference?

KARAOKE
59. __ Karaoke Koncerns: Part 1
60. __ Karaoke Koncerns: Part 2
61. __ Karaoke: Alive & Growing
62. __ Target Marketing For Karaoke

SPECIAL INTERESTS
63. __ Making Money With Trivia, Nostalgia & Reunions
64. __ The Over 40 DJ: In For the Long Haul
65. __ Women in the DJ Industry
66. __ The Mobile DJ & Music Promotion
67. __ Video: All Aspects
68. __ DJ Association Forum
69. __ Be All That You Can Be

PRICE PER TAPE:

1 - 5	$8 ea.	add ($ 3 s/h) to total
6 - 20	$7 ea.	($ 5 s/h)
21 - 40	$6 ea.	($ 8 s/h)
over 41	$5 ea.	($10 s/h)

# of tapes _____ x $_____ (price of tape) = _____

Please add S & H* = _____

Total amount due = _____

NAME _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

PHONE _____ FAX _____

CARD # _____ EXP. _____

CARDHOLDER'S NAME (please print) _____

CARDHOLDER'S SIGNATURE _____

Please fill in the required information and mail this form, with payment, to:

Mobile Beat Magazine
PO Box 309 • E. Rochester, NY 14445-0309

or for credit card orders only,
call (716) 385-9920 or fax this form: (716) 385-3637
or order online: www.mobilebeat.com

Make checks or money orders payable to Mobile Beat Magazine
PAYABLE IN US FUNDS ONLY

DMA TOP 50 Dance Chart

Courtesy of Dance Music Authority
708-614-8417

1 ... SONIQUE	It Feels So Good (Remixes)	Republic	134
2 ..... ALICE DEEJAY	Better Off Alone	Republic	139
3 ..... MADONNA	American Pie (Remixes)	Maverick	129
4 ..... WHITNEY HOUSTON	I Learned From The Best (Remixes)	Arista	136
5 ..... ENRIQUE IGLESIAS	Be With You(Remixes)	Interscope	123
6 ..... BARBARA TUCKER/DARRYL D'BONNEAU	Stop Playing With My Mind	Strictly Rhythm	126
7 ..... AMBER	Above The Clouds (Remixes)	Tommy Boy	131
8 ..... SHANNON	Give Me Tonight 2000 A.D.	Contagious	130
9 ..... EIFFEL 65	Move Your Body	Republic	130
10 ... BLOODHOUND GANG	The Bad Touch	Interscope	129
11 ... SANDSTORM	The Return Of Nothing	Blueplate	132
12 ... DESTINY'S CHILD	Say My Name	Columbia	130
13 ... PINK	There You Go	LaFace	125
14 ... JENNIFER HOLIDAY	Think It Over	Jellybean	132
15 ... ATB	Don't Stop	Radikal	132
16 ... TRACIE SPENCER	Still In My Heart (Remixes	Capitol	128
17 ... KATE PROJECT	A Better World	SAIFAM/Megahit	134
18 ... SHAWN CHRISTOPHER	Another Sleepless Night 2000	Rampage	124
19 ... BOB MARLEY VS. FUNKSTAR DELUXE	Rainbow Country	Edel	128
20 ... JOCELYN ENRIQUEZ	When I Get Close To You (Remixes)	Tommy Boy	128
21 ... TAYLOR DAYNE	Planet Love (Remixes)	Jellybean	132
22 ... VENGABOYS	Kiss Kiss Kiss (Remixes)	Groovilicious	134
23 ... ABIGAIL	If It Don't Fit	Groovilicious	132
24 ... BYRON STINGILY	Why Can't You Be Real (Remixes)	Nervous	126
25 ... JONAH	(Ssst)... Listen (Remixes)	Nervous	136
26 ... GIORGIO MORODER	The Chase (Remixes	Logic	137
27 ... PHUNKY DATA	Hard Night	Edel	129
28 ... LA RISSA	I Do Both Jay & Jane	Aureus	130
29 ... JESSICA SIMPSON	I Wanna Love You Forever	Columbia	130
30 ... SK8	My Imagination	Logic	132
31 ... PUSAKA	Praise The DJ	Tommy Boy Silver	134
32 ... DONNA SUMMER	Love Is A Healer	Epic	129
33 ... SASHA	If You Believe (Remixes)	Reprise	125
34 ... DAWN TALLMAN	Be Encouraged (Remixes)	Rampage	126
35 ... HEAVEN / REINA	Got A Love For You	Groovilicious	132
36 ... GROOVE ARMANDA	I See You Baby	Jive / Electro	130
37 ... JUDY ALBENESE	You	Contagious	126
38 ... TAANA GARDNER	Work That Body (Remixes)	West End	125
39 ... JOEY NEGRO / TAKA BOOM	Must Be The Music (Remxies)	Subliminal	128
40 ... SHAFT	Mucho Mambo (Sway) / Remixes	Jellybean	136
41 ... ROCHELLE FLEMING	It's Not Over (Remixes)	Afterhours / UC	126
42 ... HYPERTROPHY	Just Come Back To Me	Tommy Boy Silver	134
43 ... URBAN SOUL / S. TAYLOR	King Street		126
44 ... CATAPILLA	Void (I Need You)	Tommy Boy Silver	130
45 ... JUNIOR VASQUEZ	Be Quiet	J.V. Music	131
46 ... WANDUE PROJECT	You're The Reason (Remixes)	AM:PM / Import	126
47 ... FILTER	The Best Things	Reprise	135
48 ... KIM ENGLISH	Missing You	Nervous	134
49 ... ADRENALINE	Shut -- Up + Dance	Tommy Boy Silver	135
50 ... GEORGE BENSON / JOE SAMPLE	El Barrio	Universal	128

Coming Up in the next... Mobile BEAT The DJ Magazine

Wheels! MB's Annual look at the coolest DJ/KJ Trucks, Vans and Trailers

Shopping for your Dream Machine

How to get great sound no matter where you play!

DMX- Making the connection

The Big Summer Show: Mobile Beat Cleveland!

CrossMix
THE FLOCK THAT ROCKS!

To learn about this fellowship of Christian DJs & KJs, visit www.crossmix.com or stop by the CrossMix booth at the Mobile Beat show.

SHOWCASE

ADVERTISE in The Mobile Beat Magazine SHOWCASE!

GREAT RATES for dealers and DJs: Just $45 per column inch (call for specs). All camera-ready ad copy and payment-in-full for the October/November issue #62 must be received by July 7, 2000. For more information, or to place your ad with Visa, Discover or Mastercard,

CALL: 716-385-9920, fax: 716-385-3637 ext. 103, or e-mail:mobilebeat@aol.com.

Increa$e Your Booking$
www.bestdjconsulting.com
Want/Need more Wedding Receptions, Parties and Dances?

L and R Music
1-800-554-1295
DJ Gear & pro Audio
Wholesale prices to the public.
http://www.lrmusic.com

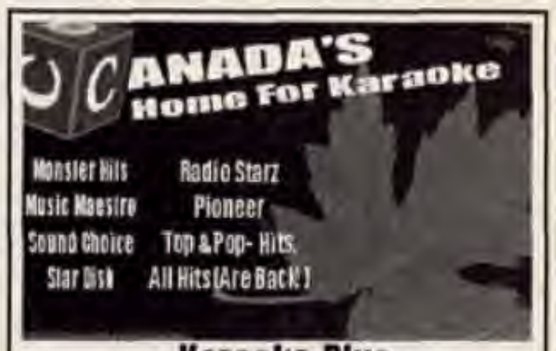
www.DJ-Connection.com
Online Catalog
Guaranteed low prices
American DJ, Community, Numark
800-245-7221

78 RPM SL-1200'S
Modify Yours or Buy New
K-A-B (908) 754-1479
www.kabusa.com

SINGERS! and DJs!
FREE REPORT!
MAKE $1500 PER WEEK PERFORMING IN CLUBS
PROSINGERS
ATTN: JIM
P.O. BOX 650, PINELLAS, FL 33780

Get leads from the Net!
1800djsareus.com
Be the 1st in your area code & get a FREE listing. *Limit 1 FREE area code*
1-800-DJS-ARE-US
Email: INFO@1800DJSAREUS.COM
Call, email, or visit our site for info.

LASER LIGHT SHOWS for the Mobile DJs
Full line of Green and Red Laser Lights
$49 ea. -- 2 for $89
Largest selection of Buy one Get one FREE
www.calpaclab.com/lasers
Limited time only
Buy on-line or call 1-888-322-5722



Karaoke-Plus
Full Line DJ/Karaoke Products
TOP
Professional DJ Compilations
Entertainment Resources Group
First Source Music Supply
1-877-435-0049
www.karaokecanada.com

Need Gear?
www.littledjstore.com
Featuring "DJ BUMPERS"
Personalized or Generic Vocal Drops

IF YOU LIKE TO SING, WE'VE GOT THE SONGS!
OVER 6,000 SONGS ON KARAOKE CD+G
10840 Chapman Hwy., Seymour, TN 37865
Chartbuster Karaoke 1-800-347-5504
www.chartbusterkaraoke.com

WANTED
DJ RECORD COLLECTIONS
Disco • Rap • Soul
House • 12" Singles • Albums
WILL TRAVEL FOR LARGE COLLECTIONS
Buy • Sell • Trade
• WANT LISTS ACCEPTED •
21st Century Music
1-800-846-9501
(201) 641-6610 • fax (201) 641-9309
www.21centurymusic.com
e-mail: sales@21centurymusic.com

LIGHTS NEW & USED
New 4515 Bulbs $3.39
New Fogger $59.50
10' Tri-Truss $89
Free Catalog
800-880-0885
www.cheaplights.com

Party Sensation
--Compare & Save!--
Plastic Leis $1.50 dz
Inflatable Mikes $3.00 dz
Black Fedoras $3.25 dz
Tinsel Maracas $8.00 dz pr
Disco Necklaces $2.25 dz
--And Much More--
Your Party Favors
e-Business
www.party-sensation.com

All Major Credit Cards Accepted
Small Ad
BIG SAVINGS
Everything For Nightclubs & Mobile DJ's
DJ Pro Shop
For The DJ Tools You Need At The Prices You Want
Call Our Toll Free "Tool Line"
(877) DJ TOOLS
101 W. WHITTIER BLVD. MONTEBELLO, CA. 90640
OUTSIDE US 323-721-0642 : FAX 323-721-0643
E-MAIL: DJPROSHOP@AOL.COM

Karaoke
Buy at Dealer Cost!
CDGs as Low as $4.95
We carry most brands
For price list, See us on the web
http://www.karaoke-wholesale.com
or call
Karaoke Wholesale
1-888-900-DISC
Fax: 1-602-864-1884

Put your name in lights with these super sound clips!
Get 10 custom drops for only $69!
Why play lame, generic show enhancers when you could be promoting yourself? For a limited time, we'll create 10 Custom Clubdrops featuring your name for only $69 plus postage! And as a bonus, we'll throw in an additional 66 of our own wild, generic drops at no extra charge. Average turnaround is less than 5 business days! Check out some sample Custom Clubdrops on-line at www.djresource.com, or call us at 1-800-373-ROCK. What are you waiting for - start the ball rolling today!
www.djresource.com
books, information and services for DJs by DJs

ROCK-IT SCIENCE

Crown's powerful CE 4000 amplifier is rocking the industry and redefining efficiency! The advanced patented technology of the CE 4000 allows you to place twice as many amplifiers on any given power outlet. Don't be a player, be a performer.

Whether it's for a mobile DJ, nightclub, or touring rig, the CE 4000 has the power to meet your application needs. See your authorized Crown dealer or contact Crown direct for more details on the revolutionary CE 4000 and the entire line of legendary Crown amplifiers.

CROWN CE 4000 MAJOR FEATURES

- Patented and award winning, Crown's Balanced Current Amplifier (BCA) switching technology is an engineering advancement. BCA will generate more power and less heat than traditional linear amplifiers
- Crown's Switch Mode Power Supply allows enormous power and performance with much less weight—it's only 34 pounds!
- Power Factor Correction (PFC) for global power compatibility means your CE 4000 will work with nearly any line voltage
- The new Crown CE 4000 will deliver 1800 watts per channel (both driven) into 2 Ohms*, 1200 watts into 4 Ohms, and 600 watts into 8 Ohms—now that's Powerful!
- Compatible with Crown's system solution topologies (SST) input modules for added flexibility
- Choice of three dual output connector modules (CE4D, CE4C and CE4E)

* ≥ 200V line voltage

Gerald R. Stanley
Crown Rock-It Scientist

crown

800.342.6939 or www.crownaudio.com

DJ DYNAMIC DUO

American DJ®

(Multiple units shown in photo)

$149.99*

COLOR-150 DMX

- Affordable, Intelligent color changer
- 7 colors + white
- Linkable via XLR cable
- DMX Programmable or Sound Active

DJ SCAN

- Affordable, Intelligent scanner
- 7 colors + white
- 11 gobos + spot
- DMX Programmable & Sound Active

(Multiple units shown in photo)

$299.99*

• Quality • Reliable • Intelligent Fixtures •

Made Affordable for Mobile DJs, Bands & Clubs!

Contact us today for authorized dealers in your area and a free copy of our Lighting and Audio catalogs!
New Products 2000 Brochure - Now available!

Test drive our lights at your local American DJ dealer and tell us what you think at djtalk@americandj.com.
See what other DJs are saying at www.americandj.com/djtalk.

800.322.6337

e-mail: info@americandj.com

www.americandj.com

*** Factory Advertised Price available through authorized American DJ dealers only. Pricing in U.S. dollars. Specifications subject to change without notice.**

©American DJ® Los Angeles, CA 90058 U.S.A.

Distributed in Canada by Sounds Distribution
Tel. 412.299.0665 · Fax. 412.299.4416
e-mail: sales@soundsdist.com

THE REVOLUTION CONTINUES!